

Enterprise Solution Consultant

Job Information

Recruiter
JAC International Co., Ltd.

Hiring Company
Global SaaS Company

Job ID
1617215

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Refreshed
October 29th, 2026 21:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

The Solution Consultant?is a technical consultant?with?the advanced ability to?develop, position and?provide?product-specific?solutions during sales cycles while achieving quarterly and annual sales goals for an assigned territory.
Support product sales as a technical and domain expert?of a client-facing sales team.

Lead discovery workshops to determine customers' challenges and give product demonstrations to align our solution with customer needs
Answer product feature and technical questions from customers, channel partners and colleagues.

Guide strategic programs in top accounts such as customer journey sessions for roadmap and outcome agreement.

Provide feedback to product management about product enhancements that?can?address customer needs and guide additional value.

Stay current on competitive analysis and market differentiation
Support marketing events including executive briefings, conferences, user groups, and trade shows

Employee Benefits:
Health Insurance Employees' Pension Employment Insurance
Industrial Injury Insurance
All standard Insurance

Required Skills

Main Experience Required:
Experience in leveraging or critically thinking about how to integrate AI into work processes, decision-making, or problem-solving. This may include using AI-powered tools, automating workflows, analyzing AI-driven insights, or exploring AI's potential impact on the function or industry.
5+ years of pre-sales solution consulting?or sales engineering?experience
Proficiency with the cloud platform or technical expertise with cloud software solutions
Experience working collaboratively with product management, product marketing, partners,?and professional services
Territory management skills, including pipeline building and working with Sales counterpart to promote execution excellence
Willingness to travel

Company Description

新たに日本マーケットに参入される外資系企業や、日本でさらなるビジネス拡大をお考えの外資系企業のお客様に、私たちは最適な採用サポートを提供いたします。1975年に英国初の日系人材紹介会社としてロンドンで創業し、その後シンガポール、日本、マレーシア、インドネシア、タイ、中国の7カ国 (また2011 年には香港・韓国にも拠点を新設予定) でグローバル人材紹介会社として事業を拡大してきたジェイ エイ シーは、そのバックグラウンドから、海外文化への深い理解を持ち合わせています。グローバルに事業を展開する日系人材紹介会社のリーディングカンパニーとして、私たちは他に類のない人材ネットワークから、日本人の優秀なバイリンガル人 材や外国人のプロフェッショナル人材をご提供することが可能です。幅広い業種、職種においてのエキスパートである当社のネイティブあるいはバイリンガルコ ンサルタントが皆様のパートナーとなり、適材適所で人材のご紹介をいたします。ジェイ エイ シーが築いてきた特有の歴史、文化、そしてグローバルマーケットでの強みを揺ぎない核として、日本マーケットで躍動する外資系企業のお客様のニーズにさら に的確にお答えするために、ジェイ エイ シー インターナショナルは誕生しました。私たちはアジアやヨーロッパのJAC Recruitment Group海外各社と緊密に連携を取り、お客様の真のニーズを把握した上で、最適なキャンディデイトをご紹介いたします。

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We provide specialized proactive recruitment support tomultinational clients who are setting up new operations or areexpanding existing business and seeking further growth in theJapanese market.As the first Japanese recruitment company to set up operations in theUK in 1975, understanding foreign cultures is second nature to us.With our extensive global network and historically leading position asrecruitment consultancy to Japanese corporations, we have access toan unrivaled pool of bilingual Japanese and foreign professionals.Our professional consultants are experts in a range of Industries andfunctions and all have extensive multicultural experience.Based on JAC’s unique history, culture and market strength, JACInternational was founded to provide dedicated support to ourmultinational corporate clients in Japan.

JAC International Co., Ltd. is a wholly owned subsidiary of JAC Recruitment. Co., Ltd.