【外資系ソフトウェア企業】ソリューション営業｜自動車・サイバーセキュリティ

ハイブリッドワーク可。AUTOSARなどの知識がある方歓迎

Job Information

Recruiter
Morgan McKinley

Job ID
1620945

Industry
Bank, Trust Bank

Company Type
International Company

Job Type
Permanent Full-time

Location
Kanagawa Prefecture

Salary
Negotiable, based on experience

Refreshed
November 27th, 2026 21:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

自動車業界向けにソフトウェアやサイバーセキュリティソリューションを提供する外資系企業です。

顧客の技術課題を解決し、新たなビジネス機会を創出するソリューション営業を担当していただきます。

AUTOSARや組み込みソフトウェアの知識を活かし、海外の製品・エンジニアリングチームと協働しながら、技術提案から新規案件の獲得、市場開拓まで幅広く携われます。

自動車向けソフトウェアの技術知識と営業経験を活かし、グローバルな環境で事業開発やソリューション提案の専門性を高めたい方におすすめです。

フレックスタイム制あり、リモートワーク可。

主な職務内容

- アカウントマネージャーと連携し、顧客企業の経営層や技術責任者へのアプローチを通じて、戦略的な営業機会を創出
- 顧客のユースケース、開発優先事項、技術課題を理解し、具体的なソリューション提案とビジネス価値に落とし込む
- 地域統括責任者や製品チームと協働し、新たなソリューションの市場投入戦略を立案・実行
- アプリケーションエンジニア、アーキテクト、開発者、マーケティングチーム、パートナーを調整し、複雑な新規案件の獲得を推進
- ソリューションの導入・活用を促進し、将来の営業活動につながる導入実績や顧客事例を構築
- グローバルおよび各地域のチームと連携し、成功事例や営業手法を共有するとともに、同僚の育成を支援

Join a **global automotive software and cybersecurity solutions company** as an **Automotive Software Solutions Sales Representative**, helping vehicle manufacturers and automotive suppliers advance their software development, embedded systems and cybersecurity capabilities.

Based in **Yokohama**, this permanent opportunity combines **consultative B2B sales, automotive software expertise, strategic business development and technical solution selling** within a rapidly evolving automotive technology environment.

You will work closely with automotive customers to understand their software development priorities, technical challenges and business objectives. By translating complex requirements into compelling proposals, you will help customers select solutions that support **embedded software development, vehicle cybersecurity, connected vehicle systems and specialist engineering consulting**.

A central part of the role involves **identifying and developing strategic sales opportunities**, engaging business leaders and technical decision-makers, and managing complex sales processes through to successful business acquisition.

You will collaborate with **account managers, application engineers, software architects, developers, product specialists and regional leadership teams** to deliver customer-specific solutions and bring new technologies to market.

Beyond securing new business, you will help customers adopt and use solutions effectively, develop strong customer references and share successful sales approaches with colleagues across regional and global teams.

This role is ideal for an experienced **Automotive Software Sales Specialist, Technical Sales Engineer, Solution Sales Representative or Business Development Professional** with knowledge of **embedded software, AUTOSAR and automotive cybersecurity** who wants to combine technical expertise with commercial ownership.

The company offers a **global working environment in Yokohama**, with flexible working hours, a remote working scheme and opportunities to collaborate with international technology specialists.

Key Responsibilities

- Identify and develop **strategic B2B sales opportunities** in collaboration with account managers, engaging automotive customer executives and technical decision-makers.
- Understand **customer use cases, software development priorities, technical challenges and business requirements** to identify suitable solutions.
- Translate complex automotive engineering requirements into **clear technical proposals, commercial value propositions and customer-specific solution strategies**.
- Collaborate with **regional leaders and product management teams** to develop and execute market-entry strategies for new automotive software and cybersecurity solutions.
- Coordinate **application engineers, software architects, developers, marketing teams and external partners** throughout complex sales and customer acquisition projects.
- Manage **technical sales opportunities from initial discovery through proposal development, stakeholder alignment and new business acquisition**.
- Support the successful **adoption, implementation and ongoing use of software solutions**, helping customers realise value from their technology investments.
- Develop **customer success stories and reference accounts** that strengthen future business development and sales activities.
- Share effective **consultative selling techniques, customer engagement approaches and successful sales strategies** with regional and global colleagues.
- Provide guidance and support to colleagues while building strong relationships across **sales, engineering, product management and international business teams**.

Required Skills

必須条件 経験・資格：

- 理系・工学系の学士号または修士号、もしくは同等の学歴・教育背景
- 技術的に複雑な製品・ソリューションを扱う顧客対応業務の実績

- 課題解決型営業や体系的な営業手法を活用し、複雑な商談を推進した経験
- 創意工夫や社内外のネットワークを活用し、新規ビジネスを獲得した実績
- ソフトウェア開発の経験、およびAUTOSARなどの車載プラットフォームや組み込みハードウェア・ソフトウェアに関する知識
- 顧客のアプリケーション、業界慣行、関連する技術標準への理解
- 案件管理能力、および部門横断でチームを調整した経験

ソフトスキル：
- 的確な質問と信頼性のある技術的な対話を通じて、顧客ニーズを引き出す力
- エンジニアリング上の強みをビジネス成果に結びつけて伝えるコミュニケーション能力
- 技術専門家や営業・事業部門の意思決定者との関係構築力
- 複数のチームや拠点の関係者を巻き込み、影響力を発揮しながら案件を推進するリーダーシップ
- 案件を主体的かつ計画的に進め、約束した成果を着実に実現する実行力

語学力：
- **日本語：**ネイティブレベル（母国語でない場合は日本語能力試験（JLPT）N1目安）
- **英語：**ビジネスレベル以上（英語でプレゼンができること）

歓迎条件
- 自動車向けソフトウェア開発プロセスに関する深い知識
- 日本の自動車メーカーやサプライヤーのソフトウェア開発部門・技術者コミュニティとのネットワーク
- 国際的な環境での協業経験

採用企業について
自動車業界向けのソフトウェアおよびサイバーセキュリティソリューションを提供するグローバル企業です。

同社は、技術とコンサルティングの専門性を活かし、自動車メーカーやサプライヤーによる組み込みシステムの開発、セキュリティ強化、高度化するソフトウェア要件への対応を支援しています。

この求人がおすすめの理由
- 自動車向けソフトウェアやサイバーセキュリティに関する、顧客の戦略的な意思決定に携われる
- エンジニアリングの知識を活かしながら、営業活動や事業開発を主体的に推進できる
- 海外の製品スペシャリスト、アーキテクト、エンジニアリングチームと協働できる
- 新しいソリューションの市場投入から顧客への導入・定着まで、幅広く関われる
- フレックスタイム制やリモートワーク制度を利用できる柔軟な働き方
- 土日休み、祝日休み、季節休暇に加え、入社2年目から年間20日の有給休暇を取得可能
- 社会保険完備、退職関連制度、通勤支援、会員制福利厚生サービスなどの充実した福利厚生

Required Skills and Qualifications **Experience:**
- **Bachelor's or master's degree in Science, Engineering** , or an equivalent educational background.
- Proven experience in a **customer-facing role involving technically complex products, software platforms or engineering solutions**.
- Demonstrated ability to apply **consultative selling or structured sales methodologies** to complex B2B business opportunities.
- Successful track record of **winning new business**, using creative approaches and strong internal and external professional networks.
- **Software development experience**, combined with knowledge of **embedded hardware, embedded software and automotive platforms such as AUTOSAR**.
- Understanding of relevant **automotive customer applications, industry practices and technical standards**.
- Strong experience in **sales opportunity management**, including coordinating cross-functional teams and managing complex customer requirements.
- Ability to connect **technical engineering capabilities with customer business objectives** and support effective solution selection.

Soft Skills:
- Strong **consultative questioning and customer discovery skills** , with the ability to uncover underlying business and technical needs.
- Excellent **technical communication and presentation abilities**, translating complex engineering concepts into clear business value.
- Proven **relationship-building and stakeholder management skills** with engineering specialists, commercial decision-makers and customer leadership teams.
- Ability to demonstrate **leadership through influence**, coordinating contributors across departments, locations and international teams.
- Disciplined, proactive and results-oriented approach to **opportunity progression, project coordination and delivering commitments**.
- Collaborative mindset and commercial awareness, with the ability to work effectively across **sales, engineering, product and partner organisations**.

Language Requirements:
- **Japanese:** Native-level proficiency or **JLPT N1** , required for customer engagement, technical discussions and business negotiations in Japan.
- **English:** Business-level proficiency, including strong **presentation skills**, required for collaboration with regional and global teams.

Preferred Skills & Qualifications
- Deep understanding of **automotive software development processes**, including embedded systems engineering and relevant development methodologies.
- Established professional relationships within **Japanese automotive OEMs and Tier 1 suppliers** , particularly their software engineering communities.
- Experience working with **AUTOSAR-based platforms, embedded software architectures or automotive cybersecurity technologies**.
- Knowledge of **connected vehicle systems, vehicle security requirements or automotive software consulting services**.

- Experience collaborating within an **international or multicultural working environment**.
- Previous involvement in **new solution launches, strategic account development or complex technical business development initiatives**.

About the Company
Our client is a **global technology company specialising in automotive software and cybersecurity solutions** for the automotive industry.

The organisation supports **vehicle manufacturers and automotive suppliers** in developing advanced embedded systems, strengthening vehicle security and responding to increasingly complex software requirements.

Its portfolio combines **software technologies, engineering expertise and specialist consulting services**, helping customers address challenges across automotive software development, embedded platforms and cybersecurity.

As the automotive industry continues to evolve towards more software-driven and connected vehicle technologies, the company works closely with customers to deliver practical solutions that support their technical and business priorities.

The organisation brings together **international product specialists, software architects, application engineers and commercial teams**, creating an environment where technical expertise and business development are closely connected.

This position offers the opportunity to contribute to **strategic automotive technology projects in Japan**, influence customer technology decisions and support the introduction of innovative software and cybersecurity solutions.

Why You'll Love Working Here

- Join a **global automotive software and cybersecurity specialist** supporting major vehicle manufacturers and suppliers.
- Influence **strategic customer decisions** involving automotive software, embedded systems and vehicle cybersecurity.
- Combine your **software engineering knowledge with commercial ownership, consultative sales and business development**.
- Collaborate with **international product specialists, software architects, engineering teams and regional business leaders**.
- Contribute to **new solution launches, market-entry strategies and customer adoption** in the automotive technology sector.
- Enjoy **flexible working hours and access to a remote working scheme**.
- Benefit from **weekends off, public holidays and seasonal leave**, supporting a healthy work-life balance.
- Receive **20 days of annual paid leave from your second year**.
- Access **comprehensive social insurance, retirement programmes, commuting support and membership-based employee benefits**.
- Develop your career in a **global, technically advanced and collaborative environment**, with opportunities to build expertise in automotive software sales and cybersecurity solutions.

Company Description

Morgan McKinleyは国際的な人材コンサルティング会社として、さまざまな業界・分野をリードする採用企業様と、スペシャリストとしてのスキルを有する人材とを結びつけるお手伝いをしています。1988年の創立以来、Morgan McKinleyの名は、「卓越した質のサービス」「市場知識の豊富さ」「No.1企業であり続けようとする強い意志」、そして何よりも「実績」を体現する会社として知られています。

リクルーティング スペシャリストである弊社コンサルタントまでお気軽にお問い合わせください。