Senior Technical Engineer

High-Growth Leader in OT Cyber

Job Information

Recruiter
SThree K.K.

Job ID
1621849

Industry
Software

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
10 million yen ~ 16 million yen

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General Requirements

Career Level
Mid Career

Minimum English Level
Daily Conversation Level

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

About the Role

Join a growing cybersecurity company focused on protecting critical infrastructure, manufacturing environments, and industrial operations. This is a customer-facing pre-sales role supporting both enterprise customers and channel partners across Japan.

You will act as a trusted technical advisor, helping customers solve cybersecurity challenges, delivering technical presentations and demonstrations, and supporting opportunities from initial engagement through to successful deployment.

Responsibilities

- Provide technical consultation and solution proposals to enterprise customers
- Deliver product presentations, demonstrations, and Proof of Value (POV) engagements
- Support sales opportunities from qualification through to closure
- Build strong relationships with customers and key stakeholders
- Deliver technical training and enablement for channel partners
- Support joint customer engagements and partner-led opportunities
- Collaborate with local and global teams on strategic accounts and partner initiatives
- Act as a trusted advisor on cybersecurity and OT security best practices

Required Skills

Required

- 5+ years of experience in Pre-Sales, Solutions Engineering, Technical Consulting, or Technical Sales
- Strong knowledge of networking and/or cybersecurity technologies
- Experience working directly with customers or channel partners
- Native-level Japanese and business-level English communication skills

Preferred

- Experience with security technologies such as Firewalls, IPS, UTM, EDR, XDR, or Endpoint Security
- Experience supporting enterprise customers and complex sales opportunities
- Knowledge of OT, ICS, manufacturing, or critical infrastructure environments
- Experience with incident response, threat analysis, or security operations

Company Description

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