

# Dragon Recruitment Japan K.K

## 米系Security企業の日本支社立ち上げ案件

### SE責任者案件

#### 募集職種

人材紹介会社

ドラゴンリクルートメントジャパン株式会社

求人ID

1534885

業種

ソフトウェア

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

外国人の割合

(ほぼ) 全員外国人

雇用形態

正社員

勤務地

東京都 23区

給与

1500万円 ~ 4000万円

更新日

2026年01月28日 05:00

#### 応募必要条件

職務経験

6年以上

キャリアレベル

エグゼクティブ・経営幹部レベル

英語レベル

ビジネス会話レベル

日本語レベル

流暢

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

#### 募集要項

You will play a critical role in the sales process, acting as the technical expert and trusted advisor to our customers within the Japanese market. Your primary responsibilities will include delivering technical presentations, conducting product demonstrations, leading proof-of-concept (PoC) engagements as well as playing a key role in RFP tender responses. You will collaborate closely with the sales team to articulate the value of our solutions and ensure customer satisfaction.

#### スキル・資格

Key Responsibilities: ● Presentations & Product Demonstrations ○ Deliver engaging technical presentations and live product

demonstrations to prospective customers, showcasing the value and technical capabilities of our solutions. ●

**RFPandTenderResponses:** ○ Analyze customer requirements and prepare comprehensive, accurate, and timely responses to RFPs, RFIs, and tenders. Ensure all technical aspects are addressed effectively to support the sales strategy. ●

**ProofsofConcepts (POC):** ○ Collaborate with customers to design, implement, and manage POCs, ensuring successful outcomes that align with customer goals. ● **CustomerCollaboration and Engagement:** ○ Act as a trusted advisor to prospects, customers and partners, offering guidance on best practices and addressing technical inquiries and concerns. ●

**Cross-Functional Support:** ○ Provide occasional language support for internal and external communications, such as assisting with translation or localization efforts, to enhance collaboration with Japanese-speaking customers and partners. ●

**MarketExpertise:** ○ Stay updated on industry trends, competitor products, and emerging technologies to provide insights and maintain technical leadership

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会社説明