

MichaelPage

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## Sr. Solutions Consultant (SCM, EDI)

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## 募集職種

## 人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

## 求人ID

1542193

## 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

## 雇用形態

正社員

## 勤務地

東京都 23区

## 給与

1000万円 ~ 1500万円

## 更新日

2025年05月23日 08:00

## 応募必要条件

## キャリアレベル

中途経験者レベル

## 英語レベル

ビジネス会話レベル

## 日本語レベル

ネイティブ

## 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

In this role, you'll work alongside sales and engineering teams to understand Japan's customer challenges and design end-to-end solutions involving **EDI, logistics, and order management systems**. This is a global leader in B2B supply chain and integration services company.

## Client Details

This is a Canada-base global enterprise software provider specializing in cloud-based B2B integration and supply chain automation. Known for its market dominance in EDI and order management services, the company operates a vast business network that supports over 26 billion digital commerce transactions annually. With a global workforce and an agile team in Japan, it delivers tailored, scalable solutions to some of the world's largest companies across industries including automotive, manufacturing, and retail.

## Description

- Act as the technical and business advisor during pre-sales engagements with enterprise clients

- Analyze business requirements and design EDI/Supply Chain Management (SCM) solutions
- Respond to RFIs and RFPs with tailored proposals
- Collaborate with global implementation teams for solution scoping
- Lead client workshops, solution presentations, and technical negotiations
- Ensure seamless handover from solution design to delivery phase
- Stay up to date on industry trends in B2B integration and SCM

#### Job Offer

- **Paid Time Off:** 20 paid leave days, 5 sick days, year-end holidays, and additional special leave
- **Benefits:** Health and social insurance, commuting allowance, corporate wellness support, company pension plan, stock purchase plan with 15% discount, education subsidy, referral bonus, employee recognition program, and access to nationwide leisure and fitness discounts
- **Work Environment:** Tokyo-based office with hybrid flexibility (remote 2 days/week).

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Mana Chuabangon +81 3 6627 6080.

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#### スキル・資格

- 5+ years in solution consulting, pre-sales, client-facing system integration
- Experience in SCM, logistics, order management, or EDI systems
- Understanding of SaaS/cloud-based delivery models
- Fluent Japanese (Native level) and Business English (TOEIC 750+ or equivalent)

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#### 会社説明

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