



PR/118084 | Presales Specialist - Japanese compnay

募集職種

人材紹介会社

ジェイ エイ シー リクルートメント イギリス

求人ID

1548403

業種

ITコンサルティング

雇用形態

正社員

勤務地

イギリス

給与

経験考慮の上、応相談

更新日

2025年07月08日 16:39

応募必要条件

職務経験

3年以上

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

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Presales Specialist

Business: IT Service company

Company Location: Central London

Salary: Up to £48,000

Office working: 5 days /week

All of the applicants must have an eligible visa for working in the UK.

Job description:

1. Requirements Definition and Design:

- Define customer requirements and translate them into technical solutions.
- Create high-level and detailed designs, proposals, and solution architectures.
- Provide technical consultancy and support to our customers during the pre-sales and post-sales phases.

2. Project Planning and Progress Tracking:

- Outline project plans, update progress of execution, including recovery plans.
- Conduct revenue and profit analysis.

3. Technology Trends and Product Development

4. Sales and Pre-sales Management

5. Project Leadership and Coordination

Requirements:

1. Experience of customer facing role like Presales, sales, or consultant.
2. Knowledge:- Knowledge in network or security products such as Cisco, Palo Alto, Fortinet, Zscaler, CrowdStrike, CATO and other equivalent vendors/service providers.
3. Knowledge of new technologies of Enterprise IT solutions such as SD-WAN, SASE, EDR/MDR and IoT. (nice to have)
4. Excellent communication skill
5. Valid CCNP or PMP/PRINCE2 or CISSP are nice to have.

We regret to inform applicants that only shortlisted candidates will be notified. Thank you for your understanding.

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会社説明