

MichaelPage

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Solutions Representative - +13M OTE**Solutions Representative - +13M OTE****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

採用企業名

Solutions Representative - +13M OTE

求人ID

1552600

業種

ITコンサルティング

会社の種類

中小企業 (従業員300名以下)

雇用形態

正社員

勤務地

東京都 23区

給与

700万円 ~ 1300万円

更新日

2025年07月22日 17:10

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

流暢

日本語レベル

ネイティブ

最終学歴

大学院卒 : 修士号/博士号

現在のビザ

日本での就労許可が必要です

募集要項

As a Solutions Representative, you'll be the technical expert guiding clients, leveraging AI/ML insights and demonstrations to achieve and surpass sales targets. Your role involves translating complex technical features into clear business value, building trust, and ensuring seamless collaboration.

Client Details

Our client is a dynamic AI startup with a global footprint, partnering with renowned companies to deliver exceptional, tailored AI solutions. They operate in a fast-paced environment, focused on providing cutting-edge AI that precisely meets the unique needs of their diverse clientele.

Description

- Use your AI/ML skills, demos, and proofs-of-concept to beat sales goals.
- Create top-notch technical presentations that show clients what they need.
- Turn complex AI/ML ideas into clear benefits, like ROI and smart advantages.
- Build strong ties with clients, becoming their go-to person for AI/ML advice.
- Spot technical issues early and come up with clever solutions.

Job Offer

- Competitive compensation package ranging from 8,000,000 JPY to 13,000,000 JPY.
- 20 annual leaves and 5 sick leaves.
- Flexible working hours.
- Working from home two to three days a week.
- International working environment.

This is an amazing opportunity to join a growing AI startup! Even if you don't match every requirement, we highly encourage you to apply if you think that you could be a great fit!

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Marc Breynart at +81 3 6627 6088.

スキル・資格

- Master's or Ph.D. in Data Science, Computer Science, AI, ML, or a related quantitative field.
- 3-5+ years as an AI/ML Specialist or Data Scientist.
- Client-facing experience as a project manager or salesperson.
- Expertise in Python and major AI/ML libraries/frameworks.
- Strong analytical and problem-solving skills, with good business judgment to align tech with client goals.
- Strong interest for AI technology in general.
- English and Japanese skills.

会社説明

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