

MichaelPage

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Solution Consultant - Smart Data Scanning Solutions**Solution Consultant - Smart Data Capture****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

1553474

業種

ソフトウェア

会社の種類

中小企業 (従業員300名以下) - 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 ~ 1600万円

更新日

2025年07月30日 10:08

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

Join a leading global tech company as the sole Solutions Consultant (Pre-sales/Post-sales) in Japan. You will partner closely with sales, engineering, and international stakeholders to deliver impactful solutions for enterprise clients, especially in mobile app environments.

Client Details

This is an innovative European tech company known for its smart data capture platforms powered by computer vision, ML and AR, enabling real-time barcode scanning, ID recognition, text and object recognition on smart devices. The solutions are used by top brands across logistics, healthcare, manufacturing and retail.

The Japan team is small but fast-growing, with a flexible hybrid working style from office in Shibuya. Recent global valuation exceeded US \$1B; certified "Great Place to Work" in Japan and beyond.

Description

- Serve as the go-to technical consultant for enterprise clients in Japan
- Lead pre-sales PoC and post-sales solution implementation
- Design tailored solutions with mobile data capture and AR technologies
- Collaborate with account executives to deliver compelling value propositions
- Interface with global development and product teams (primarily in Europe)
- Represent Japan's client needs to global product leadership

Job Offer

- Flexible hybrid remote working based in Shibuya, Tokyo.
- Excellent work-life balance with 20 days annual leave including birthday off.
- Opportunity to take full ownership of Japan market and work closely with global Solution Consultant team.
- Supportive, innovation-driven culture (regular hackathons, growth and learning programs).
- Individual equity plan in a high growth company.

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

スキル・資格

- Experience in solution/technical consulting roles
- Native-level Japanese, business-level English
- Strong communication skills: presentations, proposals, and technical demos
- Understanding of enterprise IT and mobile ecosystems
- Good to have hands-on or technical understanding of mobile app development (Swift, Kotlin, Java, React Native)

会社説明

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