



[~2200万円] シニアプリセールスエンジニア

Be the technical voice behind major wins

募集職種

人材紹介会社

Cornerstone Recruitment Japan 株式会社

採用企業名

Confidential Global Technology Company

求人ID

1572670

部署名

IT

業種

ITコンサルティング

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

外国人 半数

雇用形態

正社員

勤務地

東京都 23区

給与

経験考慮の上、応相談 ~ 2000万円

更新日

2026年03月30日 03:00

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

高等学校卒

現在のビザ

日本での就労許可が必要です

募集要項

- Partner with sales stakeholders to understand customer challenges and design tailored DevSecOps solution approaches.

- Deliver engaging product demonstrations, technical presentations, and proof-of-concept sessions that clearly communicate value and differentiation.
 - Provide hands-on technical expertise and guidance throughout the presales cycle, addressing architecture, integration, and security-related questions.
 - Build and maintain deep knowledge of DevSecOps platforms, including features, use cases, and integration patterns.
 - Support the creation of proposals, RFP responses, and other presales documentation.
 - Keep current with industry trends, emerging technologies, and the competitive landscape within the DevSecOps and application security space.
 - Represent solutions at relevant events such as conferences, webinars, and customer briefings.
 - Total compensation up to ¥20M, structured as approximately **80% base salary and 20% performance based incentive (pre-sales)**.
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スキル・資格

- Demonstrated experience in presales, solution consulting, or technical advisory roles, ideally within DevSecOps or security domains.
- Excellent communication and presentation skills, with the ability to explain complex technical concepts to both technical and non-technical audiences.
- Proven ability to manage multiple priorities independently while collaborating effectively within cross-functional teams.
- Strong analytical and problem-solving mindset with a clear focus on customer needs.
- Japanese proficiency; working English capability is an advantage.

Nice to Have

- Industry certifications related to DevSecOps or application security.
 - Familiarity with DevOps practices, Agile methodologies, and mobile application lifecycles.
 - Exposure to IT service management frameworks and operational workflows.
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会社説明