Presales Leader (Manager/Senior Manager Class)

募集職種

人材紹介会社
リーチェクスト株式会社

求人ID
1580239

業種
ITコンサルティング

雇用形態
正社員

勤務地
その他東京

給与
経験考慮の上、応相談

更新日
2026年11月23日 02:00

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
無し

日本語レベル
ネイティブレベル

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

■Planning and promoting strategies for large-scale strategic projectsIdentifying
large-scale strategic IT projects, sharing project information within the organization, formulating
strategies and plans for each project, and account planningAs
a proposal project leader, leading the entire proposal process for large-scale projectsCoordinating
and collaborating with internal stakeholders such as management, sales, and delivery

■Pre-sales activitiesAnalyzing
customers and competitors and formulating sales strategiesIdentifying
customer business issuesConsidering
optimal solutions utilizing the latest technologies such as cloud, AI, and data utilizationCreating
proposals and RFP response materials and making presentations

■Knowledge sharing and organizational contributionsIntroducing
success stories and sharing know-how both internally and externallyPlanning
and implementing individual seminars for customersOrganizing
best practices and expanding into the organizationMentoring
and developing members

スキル・資格

[Requirements]
・Experience communicating with CIOs and information systems department managers of major companies
・Practical experience (3 years or more) in large-scale system development or consulting on the concept development of large-scale projects
・Experience selling large-scale projects, leading proposal teams, and closing projects (3 or more)
・Experience making presentations both internally and externally

[Preferred conditions]
・Knowledge and proposal experience of the latest technologies such as cloud, AI, data utilization, etc.
・Experience planning and executing account strategies in collaboration with the sales organization ・
Deep knowledge in one of the following industries: finance, manufacturing, communications, distribution, public sector, etc.
・Work experience in English
・Related qualifications such as PMP, AWS, Azure, Oracle, VMware, etc.

会社説明