



Presales Team Lead

募集職種

人材紹介会社
ハイテックジャパン株式会社

求人ID
1582140

業種
ITコンサルティング

雇用形態
正社員

勤務地
東京都 23区

給与
1000万円 ~ 経験考慮の上、応相談

更新日
2026年04月23日 00:00

応募必要条件

職務経験
10年以上

キャリアレベル
中途経験者レベル

英語レベル
日常会話レベル

日本語レベル
流暢

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

About the Role

We are seeking an experienced Presales Team Leader with strong expertise in cloud solutions, solution architecture, and technical sales to support enterprise sales initiatives.

In this role, you will lead the presales team, design scalable cloud-based solutions, and collaborate with sales, delivery, and product teams to deliver high-impact proposals and technical presentations.

You will play a key role in translating client business requirements into innovative technical solutions, supporting RFP responses, and driving successful deal closures.

Key Responsibilities

Presales Leadership

- Lead and mentor a presales / solution consulting team supporting enterprise sales opportunities.
- Provide guidance on solution architecture, technical proposals, and client engagement strategies.

Solution Architecture & Cloud Consulting

- Design and validate enterprise solution architectures using AWS, Azure, Salesforce, and modern cloud technologies.
- Ensure solutions are scalable, secure, and aligned with client business goals.

Client Engagement & Technical Presentations

- Conduct technical workshops, product demonstrations, and discovery sessions with clients.
- Communicate the technical value proposition to both technical and business stakeholders.

RFP & Proposal Development

- Lead the preparation of technical proposals, RFP/RFI responses, and solution documentation.
- Ensure proposals align with client requirements, enterprise architecture, and best practices.

Modern Technology & Integration

- Guide solution design using technologies such as:
 - Microservices architecture
 - API management
 - Data analytics platforms
 - Cloud integration frameworks

Cross-Functional Collaboration

- Partner with Sales, Product, Engineering, and Delivery teams to create winning solutions and proposals.

Presales Best Practices

- Implement technical sales best practices, improve presales processes, and ensure high-quality client deliverables.

スキル・資格

Skills & Experience

- Experience in Presales, Solution Architecture, or Technical Sales Leadership
- Strong knowledge of Cloud Platforms (AWS, Azure, Salesforce)
- Experience with Enterprise Architecture, API integration, and Microservices
- Proven track record in RFP responses, technical proposals, and solution design
- Strong client presentation and stakeholder management skills
- Ability to collaborate across sales, product, and delivery teams

AWS • Azure • Salesforce • Cloud Architecture • Enterprise Solutions • API Management • Microservices • Data Analytics • Technical Sales • Presales Consulting • Solution Design • RFP Management

会社説明