



## Sales Engineer

### 募集職種

#### 人材紹介会社

株式会社SPOTTED

#### 求人ID

1585780

#### 業種

ハードウェア

#### 雇用形態

正社員

#### 勤務地

東京都 23区

#### 給与

1000万円 ~ 1600万円

#### 歩合給

給与：歩合給込み

#### 更新日

2026年04月06日 16:03

### 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

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

#### Key Responsibilities:

- Collaborate with the sales team to provide technical consulting, solution design, product demos, and PoCs (proof of concept) during pre-sales activities.
- Lead the design and deployment of enterprise Wi-Fi, switches, routers, security, and cloud solutions.
- Deliver technical presentations to customers, partners, and internal stakeholders.
- Serve as a bridge with the support team for post-deployment migration and escalation handling.
- Collect customer feedback and communicate technical requests to the product team to drive improvements.
- Design and operate secure networks based on zero-trust architecture (user/device segmentation, role-based access, etc.).
- Deploy scalable cloud-managed solutions across multiple sites (zero-touch deployment, alerts, firmware management, network analytics).
- Perform detailed RF (wireless) design using tools like Ekahau.
- Provide technical training and co-selling support to MSPs, VARs, and distributors.
- Monitor competitor products, industry trends, and market changes.

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## スキル・資格

- 5–8 years of experience as a Sales Engineer, Network Engineer, or other customer-facing technical role
- Business-level English
- Expertise in:
  1. Wi-Fi 6/6E/7 wireless technologies
  2. L2/L3 switching, VLAN, routing, QoS, security
  3. Cloud networking (e.g., Netgear Insight)
  4. Zero-trust security (identity-based access control, microsegmentation)
  5. Troubleshooting and solution design for wired and wireless networksWireless design tools such as Ekahau
- Certifications such as CWNA, CCNA/CCNP are a plus
- Experience supporting MSPs or mid-sized enterprise partners

## Preferred:

- Strong interpersonal and communication skills to build trust with both technical and business stakeholders
- Excellent organization and project management abilities
- Team player with passion for customer satisfaction and product quality
- Flexible in cross-functional environments
- Willingness to travel 25–50% depending on territory

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## 会社説明