



## Senior Network Presales / Network Solutions Architect

### 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

1586736

#### 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

1200万円 ~ 2000万円

#### 更新日

2026年06月24日 02:00

### 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

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

Lead presales solution design and architecture for enterprise network deals, including RFP/RFQ/RFI responses, PoCs, and solution defense sessions. Engage directly with enterprise customers in Japan to understand requirements and design end-to-end network solutions across WAN, LAN, WLAN, SD-WAN, MPLS, routing & switching, and network security domains. Drive deal shaping and technical win strategies in collaboration with sales, engineering, and delivery teams. Present technical and architectural solutions to senior customer stakeholders including CIOs, CTOs, and IT directors. Support cloud and hybrid connectivity solutions across AWS, Azure, or GCP environments, including SASE and Zero Trust network architectures. Ensure solution feasibility, scalability, and alignment with business and security requirements while supporting large enterprise and strategic accounts in Japan.

### スキル・資格

- 8–15+ years of experience in Network Presales, Network Architecture, or Enterprise Networking roles
- Strong experience in enterprise networking: WAN, LAN, WLAN, SD-WAN, MPLS, routing & switching
- Experience in presales activities: RFP/RFQ/RFI, PoC, solution design, and customer workshops
- Strong knowledge of network security, SASE, Zero Trust, and modern enterprise connectivity models
- Experience with cloud networking (AWS / Azure / GCP preferred)
- Experience working with Japanese enterprise customers strongly preferred / required

- Ability to engage senior stakeholders and lead technical discussions with CIO/CTO-level audiences
- Strong communication and solution presentation skills

Network Presales, Network Architect, Solutions Architect, Enterprise Networking, SD-WAN, SASE, Zero Trust, WAN, LAN, WLAN, MPLS, Routing & Switching, Network Security, Cloud Networking, AWS, Azure, GCP, Cisco, Juniper, Nokia, Presales Engineer, RFP, RFQ, PoC, Solution Design, Bid Support, Japan Enterprise, Japanese Customers, Telecom, IT Infrastructure

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会社説明