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11月11日 03:00

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
流暢レベル

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

---

会社説明