



Solution Engineer/Architect

募集職種

人材紹介会社

ネクスト・ムーブ 株式会社

採用企業名

AI company based in Tokyo

求人ID

1589682

業種

ソフトウェア

雇用形態

正社員

勤務地

東京都 23区

給与

600万円 ~ 1200万円

更新日

2026年05月07日 00:00

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

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

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

A growing technology company in Tokyo is developing advanced AI-based solutions that automate document-heavy and workflow-driven business processes.

The company focuses on improving operational efficiency for large organizations facing increasing complexity and resource constraints. Its solutions are already used in enterprise environments where accuracy, scalability, and reliability are critical.

They are currently hiring both Solution Engineers and Solution Architects to support customer engagements and drive successful solution delivery.

Responsibilities

- Understand customer business processes, challenges, and technical requirements
- Design and propose solutions by combining AI-based products with cloud and external services
- Support pre-sales activities such as technical discussions, demos, and proof-of-concepts

- Build and maintain demo environments, sample integrations, and technical documentation
- Act as a technical point of contact for customers throughout the solution lifecycle
- Collaborate with internal product and engineering teams by sharing customer feedback and insights
- Work with external partners to support joint solution development where needed

Position Level

This role is open across different experience levels:

Solution Engineer: hands-on technical work, PoCs, demos, implementation support

Solution Architect: solution ownership, design authority, customer advisory

スキル・資格

Required Skills

- Experience in **pre-sales, solution engineering, or technical consulting** within IT or SaaS environments
- Ability to translate business requirements into practical technical solutions
- Basic to strong experience with **cloud platforms (AWS, Azure, GCP)**
- Strong communication skills with both technical and business stakeholders
- Business-level Japanese (client-facing environment)

Preferred Skills

- Experience with **AI, automation, or data-driven solutions**
 - Experience working with **APIs and system integrations**
 - Background in **enterprise systems, SaaS implementation, or workflow tools**
 - Experience working with large organizations or complex environments
 - Programming or scripting experience (e.g. Python)
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会社説明