

## Client Engagement Partner

Sales

## 募集職種

人材紹介会社  
IZUMI NETWORK求人ID  
1590017業種  
ITコンサルティング会社の種類  
大手企業 (300名を超える従業員数) - 外資系企業外国人の割合  
外国人 半数雇用形態  
正社員勤務地  
東京都 23区給与  
1200万円 ~ 1800万円更新日  
2026年06月09日 07:00

## 応募必要条件

職務経験  
6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 (英語使用比率: 25%程度)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

## Job Description

Role Title: Client Engagement Partner  
Location: Yokohama, Japan  
Language Requirement: Bilingual - English & Japanese (N2/N1 Level)

## Role Purpose

Own and grow strategic client relationships by driving application modernization, digital transformation, and integrated consulting-led engagements.  
Lead solutioning, presales, and delivery governance to ensure value realization, client satisfaction, and sustainable growth across multi-tower engagements.

## Key Responsibilities

### 1. Client Relationship & Growth

- Develop and execute multi-year account strategy aligned to Wipro's industry and service line priorities.
- Drive revenue growth through consulting-led modernization and transformation programs.
- Build and leverage C-level and C-1 relationships to influence strategic initiative

### 2. Solutioning & Presales Leadership

- Lead integrated solution design across Application Modernization, Cloud, Data, and Infrastructure domains.
- Partner with domain and technology teams to develop differentiated proposals and transformation roadmaps.
- Drive presales governance —from qualification to closure — ensuring solution integrity, pricing accuracy, and risk mitigation.
- Collaborate with global delivery and consulting teams for seamless handover from presales to execution.
- Engage with OEM partners (Microsoft, AWS, Google Cloud, Azure) to co-create solutions and joint go-to-market strategies.
- Demonstrate strong understanding of customer application landscapes, including legacy systems, custom applications, and integration platforms.

### 3. Delivery Governance & Client Success

- Oversee delivery performance across all engagements, ensuring adherence to SLAs, quality, and contractual commitments.
- Conduct regular NPS/CSAT reviews and client satisfaction assessments.
- Lead issue resolution and escalation management.
- Drive continuous improvement and automation initiatives to enhance delivery efficiency.

### 4. Team Leadership & Capability Building

- Build and manage cross-functional teams across consulting, presales, and delivery.
- Mentor account managers, solution architects, and delivery leaders.
- Drive employee engagement, performance management, and leadership development.

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## スキル・資格

Mandatory Skills: Sales .

Experience: >10 YEARS .

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## 会社説明