

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05月26日 13:00

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.

スキル・資格

Mandatory Skills: Sales .

Experience: >10 YEARS .

会社説明