



Solution Specialist

HMSインダストリアルネットワークス株式会社での募集です。 アプリケーションエ...

募集職種

人材紹介会社

株式会社ジェイ エイ シー リクルートメント

採用企業名

HMSインダストリアルネットワークス株式会社

求人ID

1601852

業種

電気・電子・半導体

会社の種類

外資系企業

雇用形態

正社員

勤務地

神奈川県

給与

600万円 ~ 650万円

勤務時間

09:00 ~ 17:30

休日・休暇

【有給休暇】有給休暇は入社後7ヶ月目から付与されます 入社7ヶ月目には最低10日以上 【休日】完全週休二日制 土 日 祝 日 夏...

更新日

2026年07月09日 18:04

応募必要条件

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

ネイティブ

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

【求人No NJB2394990】

The Solution Specialist will provide technical sales support mainly for the IDS (Industrial Data Solutions) product portfolio including industrial networking remote access IIoT and secure connectivity solutions.

You will work closely with sales technical services distributors customers/end users and global product/support teams to identify customer needs propose suitable solutions conduct product demonstrations support customers' evaluations and contribute to business development activities in the Japanese market.

Key Responsibilities:

- Technical Sales Support
- Work closely with sales to support technical proposals to customers
- Understand customers' challenges applications network configurations and implementation requirements
- Provide technical explanations of the IDS products and support product selection and configuration proposals
- Assist in preparing customer presentations technical materials and proposal documents
- Technical Responsibility for the IDS Product Portfolio
- Develop a deep technical understanding of the overall IDS products and apply it to proposals for the Japanese market
- Address customer challenges related to industrial remote access data collection IIoT network connectivity and OT cybersecurity
- Customer and Distributor Support
- Provide technical sales support to distributors system integrators and end users
- Deliver technical explanations during customer visits online meetings exhibitions seminars and other events
- Market Development and Sales Promotion Support
- Work with the sales team to support the identification and development of new customers as well as upselling opportunities with existing customers
- Collect information on IDS product applications target customers and competitors in the Japanese market
- Conduct product training internal study sessions and distributor training
- Support exhibitions seminars campaigns and marketing activities from a technical perspective

スキル・資格**Requirements :**

3+ years of experience as a Pre Sales Sales Engineer FAE Network engineer Support engineer etc.
 Basic knowledge of Ethernet TCP/IP L2/L3 networking and related to products such as routers ethernet switches wireless gateways VPNs and firewalls
 Business level Japanese communication skills
 Basic English skills both reading and writing
 Ability to understand technical documents in English
 Self management skills
 Ability to adapt to a fast changing environment
 Basic proficiency in Microsoft Office applications (Word Excel and PowerPoint) .
 Availability for domestic business trips
 Driver's License (Able to drive)

Preferred Skills:

IT and network knowledge. CCNA or equivalent network engineering certification is preferred.
 Factory automation skills and knowledge (Basic FA knowledge industrial network protocol and OT network/secure connectivity)
 Experience working with manufacturing customers machine builders or system integrators
 Experience giving technical presentations training or seminars
 Business level English skills

会社説明

産業用通信ネットワーク機器の製造・販売・サポート