



Senior Sales Engineer | Fully remote

fully remote, stock options, global

募集職種

人材紹介会社
株式会社SPOTTED

求人ID
1603262

業種
その他（金融）

会社の種類
中小企業（従業員300名以下） - 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, 港区

最寄駅
山手線駅

給与
1600万円 ~ 2000万円

ボーナス
固定給+ボーナス

更新日
2026年08月18日 14:00

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

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

- Provide technical support and manage relationships for enterprise clients, serving as a trusted advisor throughout the customer lifecycle.
- Collaborate with Sales and Solution teams during pre-sales engagements, including technical discussions, solution

design, product demonstrations, and technical consultations.

- Guide customers through system integration, implementation, onboarding, and successful adoption of technology solutions.
 - Gather customer feedback and business requirements, working closely with Product and Engineering teams to improve products and translate technical and business needs into actionable requirements.
 - Act as the technical subject matter expert, developing a deep understanding of the platform and effectively communicating its capabilities to both technical and non-technical stakeholders.
 - Lead technical sales activities, including discovery sessions, solution validation, technical presentations, proposal responses, and security or technical assessments.
 - Develop customer-facing documentation, training materials, and sales enablement content to support product adoption and new feature releases.
 - Drive customer success by providing ongoing technical guidance, resolving complex issues, and ensuring a high standard of customer support.
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スキル・資格

- Several years of experience supporting enterprise customers in a customer-facing technical role, such as technical support, implementation, solutions consulting, or pre-sales.
- Solid understanding of modern software applications, system integrations, and technical implementation processes, with the ability to troubleshoot and communicate technical concepts effectively.
- Strong communication skills in Japanese (native or business level), with the ability to build trusted relationships with customers and stakeholders in a professional business environment.
- Business-level English with the ability to collaborate effectively across global teams and communicate clearly with both technical and non-technical audiences.
- Ability to explain complex technical topics in a simple, customer-friendly manner.
- Strong organizational and project management skills, with the ability to manage multiple priorities, work independently, and deliver high-quality results in a fast-paced environment.
- Customer-focused mindset with strong problem-solving, analytical, and interpersonal skills.

Preferred:

- Experience working within financial services or another highly regulated industry.
 - Familiarity with enterprise software, digital platforms, or technology solutions used by business customers.
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会社説明