Visual Alpha

Client-Facing Solution Architect

> **Own solution design end-to-end**

募集職種

採用企業名
Visual Alpha K.K.

求人ID
1605192

業種
インターネット・Webサービス

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

給与
700万円 ~ 1000万円

勤務時間
In accordance with company regulations

休日・休暇
In accordance with company regulations

更新日
2026年11月06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

日本語レベル
ネイティブレベル

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

≪Job Description & Position Highlights≫

- End-to-end solution design and client-facing architecture support for AI solutions in the financial industry

- Solve complex client challenges with technology and contribute to the growth of a fast-growing AI startup
- Hybrid work environment with a global team and opportunities to work with cutting-edge technologies
- Competitive salary from ¥7M and strong career growth opportunities in finance and AI domains

【Job Responsibilities】

- Act as the product expert in front of clients, bridging business needs and engineering execution.
- Analyze client workflows and requirements, and translate into clear technical and functional specs.
- Create client-ready high-level solution proposals and unblock technical objections in sales process.
- Validate implementation feasibility and cost, prioritize requirements, and come up with project schedule.
- Coordinate with client teams to ensure smooth onboarding, rollout, and post-go-live success.
- Typical time allocation: sales support 30%, requirement analysis and proposal 40%, solution design 30%.

< Opportunity >

- Join a fast-growing B2B vertical AI startup transforming productivity across the financial industry
- Join a diverse international team of data science and financial industry experts
- Play a critical role in building a category-defining company in a large, underserved market

< About Visual Alpha >
Visual Alpha is building the vertical AI platform for financial data workflows.
We automate how financial institutions process, validate, and report data — replacing manual, error-prone workflows with AI-driven systems. Our platform handles both unstructured documents and structured data, delivering production-grade outputs across private assets, accounting, and reporting.
Already trusted by leading financial institutions in Japan, we're scaling rapidly to become the category leader in vertical AI for finance, in Japan and globally.

【Employment Type】
Full-time

【Salary】
¥7,000,000 - ¥10,000,000 / yr
*Compensation to be determined based on experience

【Working Hours】
In accordance with company regulations

【Work Location】
Tokyo, Japan

*Hybrid (1 day/week remote, 4 days onsite)

【Holidays & Leave】
In accordance with company regulations

【Benefits & Welfare】
In accordance with company regulations

スキル・資格

【Required Skills】

- Deep understanding of broader financial services industry, including workflows and data structures.
- Programming and software development experience.
- Hands-on experience in large-scale system architecture and database design.
- Proven experience applying AI/ML models to solve real-world problems at scale
- Excellent solution design, proposal writing, and technical documentation skills.
- Strong problem-solving skills with the ability to independently tackle complex issues.
- Self-motivated, client-oriented thinking, ability to learn new technologies quickly
- Native Japanese proficiency (client facing) with working-level English (internal communication)

【Desired Skills】

- Enterprise software architecture design background (5 years above)
- Strong at mathematical calculation and accounting knowledge (significant advantage)
- Investment management industry experience (significant advantage)
- Experience implementing various design patterns
- Experience creating web-services and/or AI models

会社説明