


# Senior/Technical Sales Consultant–Digital Security Solutions

## 募集職種

**人材紹介会社**
株式会社SPOTTED

**採用企業名**
SPOTTED

**求人ID**
1609504

**業種**
その他 ( 金融 )

**会社の種類**
大手企業 (300名を超える従業員数) - 外資系企業

**雇用形態**
正社員

**勤務地**
東京都 23区

**給与**
経験考慮の上、応相談

**更新日**
2026年10月21日 06:00

## 応募必要条件

**職務経験**
1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**
日本での就労許可は必要ありません

## 募集要項

**About the Role:**

A **global leader in digital security solutions** is looking for a **Senior / Technical Sales Consultant** to join its **Data Security team in Japan**.

In this role, you will act as the **technical solutions lead for the Japan territory**, working closely with the sales team to develop opportunities, solve complex customer challenges, and drive successful adoption of the company's Data Security solutions.

This is an excellent opportunity for a technical professional with experience in **IT security, pre-sales, consulting, or technical support** who wants to combine deep technical expertise with customer-facing and commercial responsibilities.

**Key Responsibilities:**

- Partner with the sales team to build a strong pipeline and achieve sales targets.
- Lead **Proof of Concepts (PoCs)**, develop solution architectures, and create technical proposals for RFPs and customer projects.
- Develop customized technical solutions tailored to the needs of customers in the Japanese market.
- Present technical solutions at industry conferences, seminars, and marketing events.
- Provide expert technical advice and introduce security best practices to customers and partners.
- Help customers understand how the company's Data Security solutions can address their business and security challenges.
- Develop technical enablement plans and conduct workshops and training sessions for partners and customers.
- Maintain deep and up-to-date knowledge of the company's Data Security products and contribute technical expertise to the wider technical sales community.
- Support remote and field-based product installations when required.
- Troubleshoot technical issues and provide guidance on product integration when professional services are not available.

**Requirements:**

- Bachelor's degree in technology or an equivalent qualification.
- Experience in a **technology pre-sales, consultancy, or technical support role**, ideally within IT security.
- Proven experience working closely with sales teams to deliver **high-value, customer-focused IT security solutions**.
- Understanding of cryptographic technologies, including:
  - Encryption
  - PKI
  - Digital signing
  - Blockchain
- Knowledge of **Hardware Security Modules (HSMs), PKI, Windows and Unix operating systems, and networking**.
- Understanding of software development processes and cryptographic APIs.
- Familiarity with technologies and languages such as **PKCS#11, Java, and C**.
- Excellent written and verbal communication skills.
- Confident and outgoing personality with experience in **public speaking and customer presentations**.
- Strong commercial awareness with a persuasive and strategic mindset.
- Creative and analytical approach to solving complex technical challenges.
- **Native-level Japanese fluency is required.**
- Basic English skills are preferred.

**Preferred Qualifications:**

- Experience working specifically within **IT security or digital security**.
- Experience with **PKI, HSMs, cryptographic key management, or certificate lifecycle management**.
- **CISSP or MCSE certification** is a plus.
- Experience supporting customers through technical evaluations, PoCs, solution design, and implementation.

**Why This Opportunity?**

This role offers the opportunity to become a **technical security leader for the Japan market**, combining hands-on technical expertise with customer engagement, solution architecture, and commercial impact.

You will work on technologies at the forefront of **digital security, cryptography, cybersecurity compliance, and Post-Quantum Cryptography migration**, while helping customers solve complex security challenges.

If you're ready to make a significant impact on the **data security landscape in Japan** and take your technical expertise into a highly customer-facing role, this could be an excellent next step for your career.

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会社説明