Solution Consultant

募集職種

人材紹介会社
ネクスト・ムーブ　株式会社

求人ID
1612849

業種
ITコンサルティング

雇用形態
正社員

勤務地
東京都 23区, 港区

給与
700万円 ~ 1200万円

更新日
2026年11月10日 16:00

応募必要条件

職務経験
3年以上

キャリアレベル
中途経験者レベル

英語レベル
日常会話レベル

日本語レベル
ビジネス会話レベル

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

Our client is a publicly listed Japanese company building proprietary AI models and agent-based products for a specialized business domain. They're expanding into large enterprise solutions as they scale.

They are looking for someone with client-facing consulting or pre-sales experience, either in development/system implementation or business process transformation, who can bridge sales, customers, and development teams to turn business challenges into technical solutions.

What You Will Do
➢ Assess technical feasibility and handle technical Q&A during client proposal meetings
➢ Break down client business requirements into technical specs and proposal materials
➢ Design PoC scope and implementation plans for AI agent projects
➢ Collaborate with the development team on prioritization, requirements, and feedback loops

This role offers the chance to work on cutting-edge AI agent projects with major enterprise clients, direct influence over product development through client feedback, and a fast-growing, collaborative culture.

Why Join Them?

➢ Cutting-edge AI work
➢ A collaborative space in the heart of Tokyo
➢ Full social insurance coverage and transportation expense reimbursement
➢ Stock ownership and trust stock option programs
➢ Visa Sponsorship for overseas applicants (subject to Japanese language ability)

スキル・資格

Requirements:
➢ Open to candidates from varied backgrounds — strong technical/development experience or strong business process/domain consulting experience are equally welcome, with role focus tailored to your strengths
➢ Must have experience proposing to corporate clients and organizing their requirements into actionable improvements
➢ Must have experience building consensus across multiple stakeholders (clients, internal teams, partners)

Bonus:
➢ Either a systems/pre-sales background (SIer, IT consulting) or a business process/domain consulting background (BPO, process reform, ERP/SaaS implementation)

会社説明