



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09月29日 07:00

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)
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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 (Sler, IT consulting) or a business process/domain consulting background (BPO, process reform, ERP/SaaS implementation)
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会社説明