


# Solution Architect 独占求人

## 募集職種

**人材紹介会社**
株式会社ネックサス

**求人ID**
1613018

**業種**
ITコンサルティング

**会社の種類**
大手企業 (300名を超える従業員数) - 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**
経験考慮の上、応相談

**更新日**
2026年11月13日 02:00

## 応募必要条件

**職務経験**
10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

We are looking for an experienced Solution Architect – Digital Foundation Services to lead large and complex IT Infrastructure Services pursuits in Japan.

This is a senior customer-facing role responsible for developing winning strategies, designing end-to-end infrastructure solutions, and leading RFP/RFI/RFS/RFQ responses through to successful closure. The role will work closely with Sales, Bid Management, Technical Presales, and global delivery teams to develop competitive solutions and build strong relationships with Japanese enterprise customers.

Key Responsibilities:

- Drive a win strategy, deal construct, and build mindshare with all stakeholders to win large IT Infrastructure Services pursuits.

- Own, anchor, and win RFP/RFI/RFS/RFQs across Infrastructure service lines and integrated IT Outsourcing pursuits.
- Work with Vertical Sales, Business Acquisition Group (bid management and managed services solution development), and Technical Presales teams across Hybrid Cloud, Digital Workplace, Networks, Cybersecurity, Service Management, Cloud business units, IoT, and Application teams.
- Build win strategies collaboratively with Sales, BAG, and stakeholders.
- Drive best-fit solutions and competitive pricing along with the Bid Management Group and Technical Presales team.
- Present and defend solutions, financial, and commercial aspects to customers in various workshops, including mutual value discovery, solution defense, Due Diligence, and BAFO.
- Build mindshare with customers and internal stakeholders throughout the pursuit.
- Work with the Business Management Group leadership team on agreed regional or global initiatives.

## スキル・資格

Essential Skills:

- 10-15+ years of experience in IT Infrastructure Services and Presales.
- Proven track record of successfully leading large and complex IT outsourcing / infrastructure services pursuits.
- Experience as a Solution Architect, Deal Architect, or Technical Presales Architect.
- Strong technical and commercial expertise across at least 2–3 of the following areas: Digital Workplace, Cloud & Hybrid Infrastructure, Cybersecurity, Network Services, IT / Service Management.
- Strong experience developing solutions for Japanese enterprise customers.
- Prior experience working directly with Japanese customers and understanding their business and sourcing expectations.
- Strong understanding of: Japanese sourcing and procurement practices, Vendor governance models, Security, compliance, and regulatory requirements, Commercial and contracting practices in Japan, Multi-layered stakeholder and decision-making processes.
- Native or business-fluent Japanese is strongly preferred.
- Strong proficiency in English (written and spoken), capable of interfacing with global teams.

Education & Professional Skills:

- Bachelor’s degree in Science, Technology, Engineering, or a related field is required.
- Master’s degree such as M.S., MBA, or M.Tech is preferred.
- Strong stakeholder management and executive-level communication skills.
- Excellent presentation skills, with the ability to simplify complex technical solutions for business stakeholders.
- Strong commercial awareness, attention to detail, and risk management skills.
- Ability to manage multiple complex pursuits simultaneously and work effectively under pressure.
- Strong leadership, collaboration, and mentoring capabilities.

## 会社説明