Senior Technical Engineer

> **High-Growth Leader in OT Cyber**

募集職種

人材紹介会社
SThree株式会社

求人ID
1621849

業種
ソフトウエア

雇用形態
正社員

勤務地
東京都 23区

給与
1000万円 ~ 1600万円

更新日
2026年11月10日 14:20

応募必要条件

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
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

About the Role

Join a growing cybersecurity company focused on protecting critical infrastructure, manufacturing environments, and industrial operations. This is a customer-facing pre-sales role supporting both enterprise customers and channel partners across Japan.

You will act as a trusted technical advisor, helping customers solve cybersecurity challenges, delivering technical presentations and demonstrations, and supporting opportunities from initial engagement through to successful deployment.

Responsibilities

- Provide technical consultation and solution proposals to enterprise customers
- Deliver product presentations, demonstrations, and Proof of Value (POV) engagements
- Support sales opportunities from qualification through to closure
- Build strong relationships with customers and key stakeholders
- Deliver technical training and enablement for channel partners
- Support joint customer engagements and partner-led opportunities
- Collaborate with local and global teams on strategic accounts and partner initiatives
- Act as a trusted advisor on cybersecurity and OT security best practices

スキル・資格

Required

- 5+ years of experience in Pre-Sales, Solutions Engineering, Technical Consulting, or Technical Sales
- Strong knowledge of networking and/or cybersecurity technologies
- Experience working directly with customers or channel partners
- Native-level Japanese and business-level English communication skills

Preferred

- Experience with security technologies such as Firewalls, IPS, UTM, EDR, XDR, or Endpoint Security
- Experience supporting enterprise customers and complex sales opportunities
- Knowledge of OT, ICS, manufacturing, or critical infrastructure environments
- Experience with incident response, threat analysis, or security operations

会社説明

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