

求人情報

マネージャーレベル

ポジション名	日系通信キャリア：シニアセールスエンジニア
この求人情報の取扱い会社	株式会社ピーティーエス・ジャパン / PTS Japan K.K.
企業名	会社名非公開
掲載開始・更新	2023-09-11 / 2024-01-23
職 種	IT関連（その他） - セールスエンジニア エグゼクティブ/経営 - 管理職(営業/企画系)
業 種	通信・情報サービス関連
勤務地	北米 アメリカ合衆国（米国） Texas
仕事内容	<p>Management work: Following tasks should be performed in line with company goal. For achieving the department goal, the following task must be performed;</p> <ul style="list-style-type: none"> • Motivate, supervise and evaluate subordinates according to the company policy and company rules. • Manage the department and hire the subordinates as necessary. • Conduct requisite internal department meetings. • Report weekly, monthly and in a timely manner projects and operations to supervisor. • Attend sales activity meeting, internal organization and company related meeting. • Collaborate with other department managers to improve company value and solve various problems. • Manage Sales Engineering work and support Engineering work through Senior Manager and as necessary, directly. • Manage the subordinates' workload in order to let them do tasks at their best performance. • Motivate the subordinates in order to improve their skill and performance. • Help subordinates solve the issue/problem that subordinates have at the daily work. • Improve internal department work processes, procedures, administrative procedures. • Share and encourage example of projects within office in order to increase office sales. <p>Sales Engineer work: Following tasks should be performed without being supervised and directed by supervisor. For selling our solution service and work resource, the following task must be performed;</p> <ul style="list-style-type: none"> • Understand and document the customer needs and requirements • Decide the solution, service and equipment for the proposal. • Conduct in-house or outsource analysis and meet with partners as necessary to define their roles and responsibilities. • Estimate the cost for the proposal. • Create the document for the proposal. • Create the condition of the proposal • Present the proposal to the client. • Provide sales support from a technical perspective in order to get projects. • Make a good relationship with customer. • Participate and facilitate in regular and irregular meetings with customers or vendors to get information related to proposals • Provide KDDIA service and technical information to customers for creating new opportunity of the projects <p>Requirement define work: Following tasks should be performed without being supervised and directed by supervisor. For recognizing and understanding the customer needs, the following task must be performed and completed;</p> <ul style="list-style-type: none"> • Understanding the customer needs through the communication with customer/sales representative. • Sorting out and document the customer requirements. • Making a consensus the requirements with customer/engineer. <p>Support Professional Services and Implementation Dept: Following tasks should be performed without being supervised and directed by supervisor. For the system integration project, the following task must be performed and completed;</p> <ul style="list-style-type: none"> • Transfer acquired projects to Professional Service and Implementation Dpt. • Upon request from the Professional Service and Implementation Dpt., support following work about acquired projects. • Project Management work • Design (Basic) work • Design (Detailed) work • Deployment work • Kitting work • Implementation work • Maintenance work <p>Qualification</p> <ol style="list-style-type: none"> 1. Fluent in Japanese and English (business level) required. 2. Bachelor of Science (BS) Degree(Computer Science Major preferred) 3. At least 7+ years of IT Solution Engineering experience. 4. At least 4+ years of experience in supervisory position. 5. Excellent communication and leadership skills.

	6.Familiarity with project management solutions a plus. 7.CCNA/CCNP/Network+ preferred
企業について(社風など)	This company, headquartered in New York, is the US presence of Japan's Company Group, a Fortune Global 500 company and leading provider of international IT and communications services. This company was established in 1989 and started as a telecommunications business supporting Japanese multinationals. We have now evolved into a company that provides networks, data centers, system integration, as well as managed service solutions across all industries. Our ability to customize solutions in a major city offering scalability and service that are unparalleled set this company apart from the competition. We provide Ethernet network uptimes of more than 99.999% between regions and guaranteed high performance no matter where.
勤務時間	9:00-17:00
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英語能力	ビジネス会話 (TOEIC 735-860)
日本語能力	ネイティブレベル
年 収	US・ドル 8万ドル ~ 15万ドル (月収 : US・ドル 6667ドル ~ 1.25万ドル)
給与に関する説明	Medical & Dental & Vision- Full Time Only Basic Life Insurance and AD&D Short-Term Disability Insurance Flexible Spending Account (FSA) Employee 401 (K) Savings Plan Vacation Time 1st year Ten (10) days Prorated 2nd year (12) days 3rd year (14) days 4th year (16) days 5th year (18) days 6th and after (20) twenty days Thirteen Paid Holidays per year Sick Time Tuition Reimbursement Program
休 日	完全週休2日制 (土・日・祝祭日) 有給休暇 慶弔休暇
契約期間	正社員雇用