

## Job Detail

Executive Level

Position Title	Solution Architect (LS Presales or LS Business Analyst)
Recruiter Company	Fidel Consulting KK
Company Name	Company name is private
Activated / Updated	2024-03-06 / 2024-03-07
Job Type	IT (PC, Web, Unix) - Web Application SE IT (PC, Web, Unix) - Database SE IT (Mainframe) - Application SE
Industry	
Location	Asia Japan Tokyo
Job Description	<p>Industry expertise – Deep understanding of the Life science services across process (Prefer familiarity with Pharmacovigilance (PV)), R&amp;D technological space, R&amp;D operations, innovation and customer engagement; Able to engage with business and technology teams in the client organisation; Demonstrate ability to understand business process challenges in Life science and to translate the needs in developing compelling technology-based business process solutions.</p> <p>Solution Development – Experience in developing solutions ground up, in partnership with different stakeholders within an organisation.</p> <p>Hands on participation in solution and content development.</p> <p>Ability to lead and work in diverse, multi-functional teams.</p> <p>Exposure to working on large scale LS deals.</p> <p>Extensive experience in delivering complex process delivery and large-scale transformation.</p> <p>Demonstrated string ability to manage stakeholders across markets.</p> <p>Verbal Communication Skills – Excellent public speaking and presentation skills including the ability to convey a set of complex and detailed solution elements in a compelling, engaging, and easy to understand manner suitable for business and R&amp;D technology buyers (Japanese/English).</p> <p>Written Communication Skills – Ability to create compelling sales story lines and PowerPoint decks for presentation to C-level executives (Japanese/English).</p> <p>Approach to Work – Possess the innate ability to thrive in a fast-paced, client-focused, changing environment and work independently in a self-directed manner.</p>
Company Info	<p>One of the world's leading professional services companies, transforming clients' business, operating and technology models for the digital era.</p> <p>Their unique industry-based, consultative approach helps clients envision, build and run more innovative and efficient businesses.</p> <p>Headquartered in the U.S., this company is one of the Fortune 500 companies and is consistently listed among the most admired companies in the world.</p> <p>[Passive smoking measures] Indoor smoking Designated smoking area</p>
Qualifications	<p>10-15 years of experience in Business Development, Operations, Technology solutions, transformation roles in Life science servicing are essential.</p> <p>Consideration for non-LS background as well if you have more than 8-10 years of experience in solution for LS BPO/R&amp;D domain.</p> <p>Past CRO experience is good to have but not mandatory.</p> <p>Relevant Experience: Business Development or markets related experience of minimum of 5 years</p> <p>Experience in innovation / transformation and working with Digital Innovation and preferable Life Science domain is required.</p> <p>Virtual Work Environment – Experience working in a virtual home / office work environment is preferred.</p> <p>Degrees – Relevant degree in Medicine, Life/Biological Sciences, Pharmacology, Nursing</p>
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Business Level(JLPT Level 2 or N2)

Salary	JPY - Japanese Yen JPY 12000K - JPY 13000K
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