



PR/116025 | IT Presales Engineer

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1513262

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

February 18th, 2025 07:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Title: IT Presales Engineer (Open for both System / Network+Security)

Location: BKK (MRT Line)

Type: Full-Time/Hybrid working

Job Summary:

We are looking for an experienced IT Presale Engineer. In this role, you will work closely with the sales and technical teams to provide technical solutions and support during the sales process. Your expertise will be key in developing proposals, designing systems, and ensuring customer requirements are met.

Key Responsibilities:

- Collaborate with the sales team to understand client needs and propose technical solutions.

- Design, test, and implement IT infrastructure solutions, including server, storage, and network systems.
- Conduct system migrations, integrations, and implementations based on customer specifications.
- Ensure compliance with the Terms of Reference (TOR) and clarify Statements of Work (SOW) for projects.
- Provide accurate man-day and cost estimations for system deployments and migrations.
- Present and demonstrate IT solutions to clients, addressing their concerns and questions effectively.
- Act as the technical lead during the proposal phase, developing solution designs that meet client requirements.
- Collaborate with internal teams to ensure smooth project handovers post-sale.

Qualifications and Skills:

- Bachelor's degree in Information Technology, Computer Science, or a related field.
 - Proven experience as a Presale Engineer or in a similar role.
 - Strong knowledge of system design, testing, migration, and integration.
 - Experience with TOR, SOW, and project estimation processes.
 - Excellent communication and presentation skills with the ability to simplify complex technical concepts for non-technical audiences.
 - Preferred certifications: VCP, HPE-ASE, DELL-TA, or equivalent.
 - Strong problem-solving skills and attention to detail.
- Can communicate in both Thai and English.**

Company Description