



## PR/116468 | Presales Engineer / System Engineer

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1519880

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

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### 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

**Highlight:**

- Global Technology Solutions
- Career Growth Opportunities:
- Competitive Compensation

**Location:** Huay Kwang, Bangkok

**Description:**

- - Collaborate with Account Managers, Business Development Managers (BDMs), and Product Sales

- Specialists to support new and existing opportunities.
  - Provide presales support to the Sales and BDM teams, including solution pitching, sizing, BOM creation, POC activities, and RFP/RFQ technical support.
- - Offer technical advice to develop vendor solutions for current and new partners.
- - Conduct enablement and training workshops with vendor representatives and BDMs to certify Partner Sales and SE.
- - Provide solutions and technical support to achieve quarterly product/service gross profit targets.

**Duties & Responsibilities:**

- - Support presales efforts, prioritizing tasks to maximize team productivity and profit.
- - Scope and recommend technical solutions to meet customer requirements.
- - Secure input from all necessary stakeholders to ensure appropriate solutions.
- - Coordinate with internal sales, vendor sales, technical support, and service resources to align solutions with customer needs.
- - Provide coaching and professional development for Sales, BDM teams, and partners.
- - Pursue additional business opportunities within customer firms.
- - Conduct proof of concept initiatives to drive deal closures.
- - Self-study and attend vendor workshops to attain relevant certifications and stay updated on the latest solutions.

**Qualifications:**

- - Strong people skills: ability to build relationships quickly and effectively.
- - Strong technical skills in designing, sizing, proposing, demoing, and evaluating networks, data centers, storage, remote management, backup and recovery, and SIEM solutions.
- - Good administrative skills with attention to detail and follow-up.
- - Knowledge of various vendor technologies/solutions and ability to position products effectively.
- General computer literacy.
- - Previous presales experience or certification is recommended.

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Company Description