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PR/117576 | IT Presales Engineer (IT Security)

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1549425

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
July 8th, 2025 17:14

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

Our partner company is looking for a Presales Engineer (Security) with experience in security architecture and consultancy. Responsibilities include designing security architectures, demonstrating product capabilities, and driving technical discussions to support Palo Alto Networks sales.

Location: Huay Kwang, Bangkok (BTS/MRT Accessible)

- Collaborate with sales teams to analyze client requirements and recommend suitable Palo Alto Networks solutions such as firewalls, management platforms, and VPN services.

- Lead product trials, technical presentations, and proof-of-concept sessions to demonstrate solution capabilities.

- Develop comprehensive technical proposals, including architecture diagrams, bills of materials, and implementation strategies aligned with customer objectives.

- Translate customer challenges into effective security solutions employing PANW technologies.

- Provide pre-sales technical guidance including architecture design, capacity planning, and scope definition.

- Maintain current knowledge of the latest PANW product updates, features, and industry best practices.

- Cultivate relationships with key vendors and internal stakeholders to support sales initiatives.

- Support the response process for Requests for Proposal (RFPs), Requests for Information (RFIs), and technical questionnaires.

Qualifications:

- Bachelor's degree in Computer Science, Engineering, or related fields.
- At least 2years of experience in technical presales or consulting within the cybersecurity domain.
- Practical experience with Palo Alto Networks firewalls and security management solutions.
- Familiarity with essential security technologies including IDS/IPS, encrypted VPN, Zero Trust policies, and threat prevention measures.
- Exceptional verbal and written communication skills, with an ability to distill complex technical information into understandable concepts.
- Self-driven, detail-conscious, and adaptable.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description