



PR/118787 | IT Presales Engineer (BFSI Sector)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1580395

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

May 26th, 2026 16:11

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Overview:

JAC is a working partner with a leading SI company, and we are looking for an IT Presales Engineer to support solution design and technical consultation for Banking and Financial Services clients. This role provides technical leadership throughout the presales cycle, working closely with sales teams and enterprise customers.

Location: Bangkok

Job Description:

- Work closely with sales teams to understand customer requirements and provide suitable technology solutions for banking and financial services clients.
- Lead presales activities including solution presentation, technical workshops, PoC planning, and product demonstrations.

- Analyze customer requirements, TOR, RFP, and technical documentation to propose accurate solutions and create technical proposals.
- Design end-to-end architecture and solution scope for enterprise IT, infrastructure, cloud, security, or application-related projects.
- Collaborate with internal engineering teams, partners, and vendors to validate solution feasibility and cost estimation.
- Participate in customer meetings, respond to technical inquiries, and ensure all presales deliverables meet client expectations.
- Support the delivery team during project handover to ensure smooth transition and client satisfaction.

Qualifications

- Bachelor's degree in IT, Computer Engineering, Computer Science, or a related field.
- 2+ years of experience in Presales, Solution Consulting, or System Integration roles.
- Strong understanding of enterprise IT solutions (e.g., infrastructure, cloud, networking, security, or application platforms).
- Experience working with BFSI / FSI clients or projects (banking, insurance, financial services) is a strong advantage.
- Ability to interpret and respond to RFP/TOR documents and develop technical proposals.
- Hands-on experience conducting or coordinating PoC activities.
Excellent communication, presentation, and customer-facing skills.
- Ability to work cross-functionally and manage multiple opportunities simultaneously.
- Good command of English is an advantage.

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