



PR/118713 | Pre-Sales Engineer

Job Information

Recruiter[JAC Recruitment UK](#)**Job ID**

1607830

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

September 1st, 2026 04:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Position: Solution Engineer (Pre-Sales)**Location:** Southeast England (Hybrid working available)**Salary:** Competitive

Company Overview

A fire safety products and systems related company is looking for a customer-focused Solution Engineer to support sales activities across the UK and international markets, including the Middle East and Europe.

This role sits within the Sales team and acts as a key technical liaison between customers and the business. You will play a critical role in presenting solutions, supporting customer engagement, and driving successful sales outcomes.

Key Responsibilities:

- Support the sales team in customer engagements by providing technical insights and product knowledge
- Deliver product presentations, demonstrations, and technical briefings to customers
- Understand customer requirements and propose suitable solutions
- Provide technical guidance to customers, including responding to product enquiries and supporting issue resolution where required
- Visit customer sites when required to investigate technical or application issues and provide practical recommendations
- Act as a point of contact for escalated or complex customer queries
- Support customer onboarding and product training where required
- Represent the company at exhibitions, trade shows, and industry events
- Collaborate with internal teams to ensure smooth delivery of solutions

Requirements:

- Experience in a Solution Engineer / Pre-Sales / Sales Engineer role (or similar)
- Strong communication, presentation skills and CPD presentation experience
- Ability to explain technical concepts in a clear and customer-friendly manner
- Commercial awareness and interest in supporting sales activities
- Comfortable engaging directly with customers
- Willingness to travel occasionally (UK and international, if required)
- Experience in fire safety products or systems (physical or cyber)
- Background in engineering or technical disciplines
- Experience supporting international customers
- Additional language skills (e.g. Arabic, Swedish, Japanese) would be advantageous

We regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACUK

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Company Description