



PR/117576 | IT Presales Engineer (IT Security)

募集職種

人材紹介会社

ジェイエイシーリクルートメント タイランド

求人ID

1549425

業種

ITコンサルティング

雇用形態

正社員

勤務地

タイ

給与

経験考慮の上、応相談

更新日

2025年07月08日 17:14

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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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会社説明