



PR/118787 | IT Presales Engineer (BFSI Sector)

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

1580395

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

2026年03月31日 11:01

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

無し

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

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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会社説明