

SOLUTIONS ENGINEER: PAYGILANT AFRICA

About DataGroupIT

DataGroupIT is a value-added distributor of cutting-edge cybersecurity solutions across Africa. We create market demand, develop strong distribution channels, and help global vendors expand with minimal risk. With a highly skilled sales and technical team, we operate across West Africa, East Africa, South Africa, and SADC regions, delivering top-tier security solutions to businesses and organizations.

About Paygilant

Paygilant is a leading Enterprise Fraud and Risk Management platform, serving banks and financial institutions worldwide. Our technology combines real-time behavioral intelligence, device data and advanced risk analytics to protect customers across digital channels.

The Opportunity

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Location: South Africa/Kenya or Nigeria

Reporting Line: Head of Sales Engineering

What You'll Do

Key Responsibilities

- Lead and support technical meetings, workshops, and presentations with banks and financial institutions
- Deliver tailored product demonstrations and PoV
- Support deal strategy and closure alongside Sales Managers
- Respond to RFPs, RFIs, and technical tenders
- Collaborate with Product, Engineering and Customer Success teams

What You Bring

- 4+ years' experience as a Solution Engineer, Pre-Sales Engineer or Technical Consultant
- Experience with API-based platforms and cloud environments (AWS preferred)
- Background working with banks or regulated financial institutions
- Strong presentation and communication skills
- Languages – English, French/Portuguese an advantage

Why Join Us?

- Opportunity to work with leading banks, Payment Providers and Fintechs across Africa
- Exposure to advanced fraud prevention technology
- Competitive compensation and incentives
- Flexible, remote-friendly environment
- Be part of an African market leader shaping the future of IT security.
- Uncapped potential - the better you perform, the bigger the rewards.



This is your opportunity to lead technical engagements, drive adoption of cutting-edge cybersecurity solutions to own your success and make an impact in a thriving industry.

✦ Ready to take your career to the next level? Apply now! Email your updated CV to debbie@datagroupit.com