

TECHNICAL PRESALES ENGINEER FRACOPHONE 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.

The Opportunity

We are looking for a high-energy, strategic, and customer-focused Technical Presales Engineer to support our cybersecurity solutions in Francophone Africa. This role is perfect for a driven technical professional passionate about cybersecurity, solutions design, and relationship-building.

Location: Ivory Coast/Cameroon/Senegal/Morocco
Reports to: Regional Presales Manager: West Africa

What You'll Do

- Own the Technical Engagement – Be the go-to technical expert for all DataGroupIT security products in your region.
- Build Strategic Relationships – Develop and manage strong technical relationships with vendors, partners, and customers to ensure successful adoption of solutions.
- Drive Solution Design – Identify customer requirements, design tailored cybersecurity solutions and ensure technical compatibility.
- Champion Customer Success – Deliver technical briefings, demonstrations, and proof-of-concept (POC) initiatives to showcase solution value.
- Enable Partners – Work with vendors to train channel partners, ensuring they have the knowledge and tools to sell and implement effectively.
- Stay Ahead of the Game – Continuously learn about emerging cybersecurity technologies and trends to position yourself as a trusted industry expert.

What You Bring

Technical Versatility

- Broad and deep knowledge of cybersecurity solutions.
- Awareness of market trends and a passion for emerging technologies.
- Proficiency in systems knowledge and in-depth component understanding.

High Work Ethic & Energy

- Commitment to delivering high-quality outcomes with enthusiasm and efficiency.

Self-Driven/Proactive

- Customer-centric approach with the ability to independently engage clients and partners.

Presentation Skills

- Ability to deliver compelling technical presentations and articulate complex solutions to various audiences.

Communication Skills

- Must be fluent in French & conversational abilities in English.
- Adaptability to engage with both technical and non-technical stakeholders effectively.

Technical Expertise

- 3-5+ years' experience in a Technical Presales Engineer or related role.
- Proven industry certifications (e.g., Checkpoint, Imperva, Darktrace, etc).
- Expertise in cybersecurity domains, including user security, data security, application security, and cloud security.
- Ability to articulate the high-level benefits of security architectures to all levels.

Why Join Us?

- Work with top global cybersecurity vendors in an industry that's growing fast.
- Make a real impact in a high-performance, entrepreneurial culture.
- 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 more than just a technical role – 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 sales career to the next level? Apply now!** ✦

Email your CV to debbie@datagroupit.com