

TECHNICAL PRESALES ENGINEER MOROCCO

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 organisations.

The Opportunity

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

Location: 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 with conversational abilities in French & 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., Check Point, Imperva, Darktrace).
- 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, own your success, and make an impact in a thriving industry.

Ready to take your career to the next level? Apply now.

Email your CV to debbie@datagroupit.com