

Datacentrix Holdings Limited
Incorporated in the Republic of South Africa
(Registration number: 1998/006413/06)
Share code: DCT
ISIN: ZAE000016051
("Datacentrix")

Careers @ Datacentrix

Job Title: Pre-Sales Specialist (Cyber Security Pre-Sales Engineer)

Location: KZN

The successful candidate must provide technical pre-sales support to various entities for the purpose of promoting and selling products/services for potential customers and existing customers.

Primary Role Accountabilities:

- Participate in pre-sales activities including, but not limited to, conducting Proof of Concepts (PoC),
- Building BoQ's,
- Developing commercial (pricing) models
- Security designs,
- Writing proposals,
- Delivering product and solution specific presentations
- Training... etc.
- Provide technical pre-sales support for the purpose of promoting and selling products/Solutions.
- Provides security engineering designs in all aspects of Security Solutions
- Respond to customer requests for proposals, develop designs and bills of materials for cost-effective solutions
- Engage with and maintain good relationships with relevant security vendors
- Engage with customers as a trusted advisor, listening and understanding their challenges and requirement - both technical and business, and clearly articulate and communicate to the sales team, and document them.

Critical Requirements - Skills, Experience & Qualifications:

- Must have Matric or Grade 12
- Good presentation and social skills.
- Good knowledge of;
 - Communication protocols,
 - Microsoft OS
 - Firewalls and SD-WAN
 - EDR , IPS/IDS
- Should have technical (install and support) certifications in either CheckPoint and/or Fortinet security products
- Must have an understanding of IT infrastructure and networking
- Must be analytical, structured and precise in their work with emphasis on attention to detail
- Must be able to communicate at a business level with IT Directors, IT staff and general users from our client base
- Must be positive, have a go-getter attitude and be prepared to work after hours
- Strong planning skills capabilities

Technical qualifications in the subject areas listed above

Additional:

- Please note that further checks will be conducted once the candidates are shortlisted (i.e. credit check; SA fraud check; ID verification; academic verification; criminal check).
- Please ensure you provide an updated CV and updated certified qualifications including a certified copy of your ID.

Datacentrix is an equal opportunity employer and in filling this vacant position, preference will be given to candidates from Previously Disadvantaged Backgrounds in terms of the Employment Equity Act and practice

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