Technical Presales Engineer

Hiring organization
Techland IT Solutions Ltd

Date posted
23rd December 2025

Employment Type
Full-time

Job Location
Alajo, Accra, Greater Accra, Ghana

Description

Techland IT Solutions Ltd is a versatile and innovative Ghanaian technology company delivering full-spectrum IT solutions to public and private sector organizations across the country. Our mission is to empower businesses through reliable, secure, and transformative technology services.

We are expanding our team to include a versatile and client-oriented **Technical Presales Engineer** to help us deliver robust, scalable solutions to our growing client base.

Role Overview

As a **Technical Presales Engineer**, you will serve as a **solutions architect and trusted technical advisor**, working closely with Sales and Technical teams to scope, design, and deliver winning solutions across Techland's portfolio. You will lead technical engagements, respond to RFPs/RFIs, deliver product demonstrations, and contribute significantly to our proposal development and sales strategy.

Responsibilities

Client Technical Engagement

- Work with Sales team to assess client needs through meetings, site visits, or discovery calls.
- Translate business problems into technical solutions using Techland's core offerings.
- Develop trust with client stakeholders through clear technical communication.

Solution Design & Architecture

- Architect end-to-end IT solutions across:
  - Networking (LAN/WAN, SD-WAN, Wi-Fi)
  - Data Centers (virtualization, storage, cooling, raised floors, backup)
  - Cybersecurity (firewalls, intrusion prevention, endpoint protection)
  - Cloud (Microsoft 365, Azure, backup/disaster recovery)
  - Software & IP Telephony (SeamlessHR, PBX, VoIP)
- Create and review solution architecture diagrams, Bill of Materials (BoMs) and Statement of Work (SoW).

Proposal & Tender Support

- Lead technical input for RFP/RFI responses including:
  - System design write-ups
  - Technical compliance matrices
  - Product datasheets and visuals
  - Pricing models and justification
- Collaborate with Sales and Procurement for on-time, high-quality submissions.

Demonstrations, Workshops & POCs

- Customize and deliver product demos, webinars, or proof-of-concepts to showcase value.
- Highlight ROI, scalability, and competitive advantages of Techland's solutions.

Vendor & OEM Collaboration

- Coordinate with Techland's OEM partners (e.g., Cisco, HPE, Fortinet, Dell, Microsoft, SeamlessHR, APC, Sophos) to validate solutions, gather pricing, and stay aligned on roadmaps.

Delivery Handover & Internal Support

- Ensure smooth transition of projects to the technical delivery team.
- Maintain complete technical documentation and communicate assumptions and designs clearly.

Qualifications

Technical Expertise

- IT Infrastructure: Networking (LAN/WAN/SD-WAN/Wi-Fi), Firewalls (Fortinet/Sophos), Servers & Storage (HPE/Dell), UPS Systems, virtualization (VMware/Hyper-V).
- VoIP/PBX and video surveillance systems
- Windows Server, virtualization (VMware/Hyper-V)
- Cloud & SaaS: Microsoft 365, Azure/Google Cloud/AWS, cloud backup & disaster recovery.
- Security: Firewall policies, endpoint security, access control, and monitoring tools.
- Software/Custom Solutions: Basic understanding of web/mobile applications, APIs, and ERP/HRM platforms.
- Proposal Development: Strong in creating technical documents, BoMs, Visio diagrams, cost justifications and SoWs.
- Familiarity with Ghanaian public sector tendering processes is an advantage.

Education & Certification

- Minimum Bachelor's degree in Computer Science, IT, Engineering, or related field.
- 4–8 years of experience in presales engineering, systems design, or IT consultancy.
- Preferred certifications:
    - Cisco (CCNA/CCNP)
    - Microsoft (Azure Administrator, M365)
    - Fortinet NSE, Sophos, CompTIA
    - HPE ATP or similar

Soft Skills

- Strong analytical and solution-design thinking.
- Clear communication and presentation skills.
- Team player who can work across Sales, Technical, and Executive teams.
- Ability to simplify complex technical information for non-technical stakeholders.

Key Performance Indicators

- Win-rate of presales opportunities supported.
- Accuracy and quality of solution documentation.
- Timely delivery of RFP/RFI submissions.
- Customer satisfaction with presales interactions.
- Engagement with OEMs and contribution to go-to-market initiatives.

Job Benefits

- Competitive salary & performance bonuses.
- Training, certification sponsorship & career growth plans.
- Collaborative, innovative, and tech-driven culture.

Contacts

Interested candidates should send their **CV and cover letter** to careers@techland.com.gh with the subject: "**Application – Technical Presales Engineer**".

Application Deadline: 5th January 2026.