Riana Group

Nairobi, Kenya

OFFRE CLÔTURÉE

Presales Engineer

Réseaux & télécoms · Vente B2B

LIEU

Présentiel sur site · Type de contrat indéfini

Nairobi, Kenya

Salaire : Indéfini

CANDIDATURE

place(s) disponible(s)

2 an(s) d’expérience minimum

Date limite de candidature : **19/10/2026**

Publiée le 14/10/2026

DESCRIPTION DU POSTE

RIANA Group is a leading technology solutions provider based in Nairobi, Kenya. We bring innovative solutions that are designed to simplify, streamline and strengthen businesses.

Purpose of the role

The overall purpose of this role is to generate sales via desk research, prepare Technical and Commercial Bids for Tenders and Customized Electronic Security Solution offerings.

Key Responsibilities

- Working closely with Sales to ensure the successful closure of the sales process.
- Providing technical training and product knowledge transfer to the sales team, channel partners, and sometimes clients, so they can position the product accurately.
- Conducting product demonstrations and proof-of-concept (POC) sessions tailored to client use cases, including on-site or virtual demos of the solution's capabilities.
- Prepare cost estimates and technical proposals such that it meets client's requirement.
- Managing the sales bid process by responding to RFIs & RFP.
- Maintaining a library of reusable technical collateral — reference architectures, proposal templates, technical FAQs, and case studies to speed up future bids.
- Carrying out tender responses, answering and expanding on functional / technical requirements within complex tender documents of potential clients.
- Keeping abreast of market trends and product & competitor landscapes by actively researching and maintaining a thorough understanding of our own products and competitor

strengths and weaknesses.

- Require written and communication skills to create sales presentations and verbal communication skills to present ideas and speak confidently.
- Must be able to communicate professionally both verbally and in written responses.
- You have excellent interpersonal and communication skills and are adept at working with multiple stakeholders.
- Hands on experience in working with Microsoft Office Suite.

Minimum Requirements And Competencies

- Bachelor's Degree from Engineering or related field.
- At least 2 years' working experience in pre-sales in the related industry.
- Good understanding of Tender Management Process.
- Skilled in preparing/analyzing complex technical specifications & bids.
- Excellent communication and negotiation skills in both written and spoken.
- Relationship management skills.

Method of Application

Apply through the employer's recruitment portal (link above).

Source: MyJobMag Kenya — published 14 October 2026. Deadline: 19 October 2026.

PRÉREQUIS

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DOCUMENTS À FOURNIR POUR CANDIDATER

- Curriculum Vitae (CV)

CONTACT RECRUTEMENT

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