



PRE-SALES ENGINEER

JOB TITLE: Pre-Sales Engineer – ISMS

LOCATION: Remote-based, with travel across Africa as required

At FS Systems International, we are committed to delivering cutting-edge fire and security solutions across Africa and LATAM. With a strong focus on the mining sector, our team is dedicated to ensuring that some of the most challenging and remote environments are secured with the highest level of technology. We pride ourselves on being at the forefront of innovation, providing robust solutions that not only meet but exceed industry standards.

The Role

We are looking for a Pre-Sales Engineer to support the design and delivery of integrated security solutions across Africa within our ISMS division.

This role sits between sales and engineering, translating client requirements into practical, technically sound solutions across complex, multi-system environments. You will be involved from early-stage solution design through to proposal development and handover to implementation.

The focus is on high-end, integrated systems within mining environments, requiring both strong technical depth and the ability to work closely with commercial teams and clients.

Key Responsibilities

- Support the sales process by providing technical input into solution design and client requirements
- Develop integrated solutions across video surveillance, access control, IoT monitoring, software, and electronic safety systems
- Contribute to proposals, presentations, and technical submissions
- Translate client needs into detailed technical specifications and solution architectures
- Act as a liaison between sales, engineering, and external stakeholders
- Support RFP/RFI responses with accurate technical detail
- Coordinate the transition from pre-sales design to implementation teams
- Engage suppliers and partners to develop cost-effective, fit-for-purpose solutions
- Evaluate new technologies and product sets for technical and commercial viability
- Maintain strong working relationships with internal teams, clients, and partners

Requirements

Experience & Skills

- Strong technical understanding of IP video surveillance, electronic security systems, and networks
- Solid knowledge of IT infrastructure, networking, and hardware (N+, INet level or equivalent)
- Experience with system design, integrations, and multi-system environments
- Exposure to API / SDK integration or basic programming advantageous
- Advanced proficiency in MS Excel and working knowledge of MS Office tools

Qualifications

- Degree or Diploma in Engineering, Information Technology, or similar
- Alternatively, 3–5 years' relevant experience in a technical environment

What Makes This Role Different

- Work on high-end, integrated security platforms in complex environments
- Exposure to large-scale mining operations across Africa
- Involvement in full solution lifecycle – from design to implementation
- Close collaboration between technical, commercial, and client teams
- Opportunity to work across multiple technologies and product sets

Interested in this role? Apply [HERE](#).