Solutions Architect & Presales Engineer - Readvertised

JTL-PE-SA&PE-R-10-26 | Engineering | Contract | Posted on October 14th, 2026 | Closes on October 13th, 2026

We are looking for a hardworking and commercially minded Solutions Architect & Presales Engineer to design and develop customer-focused technical solutions that are scalable, secure, technically sound, and commercially viable. The role will bridge Sales, Commercial, Engineering, and customers, supporting solution design, tenders, technical proposals, customer engagements, and network planning and architecture.

Job Responsibilities

• Design and develop end-to-end telecommunications solutions based on customer and business requirements.

• Partner with commercial teams to provide technical support throughout the customer acquisition process.

• Translate customer requirements into scalable, secure, technically and commercially viable solutions.

• Support RFPs, RFQs, tenders, and proposals, including technical responses, compliance matrices, and solution documentation.

• Develop solution architectures, technical designs, network diagrams, BoQs, and technical specifications.

• Participate in customer meetings, technical presentations, site surveys, and solution clarification sessions.

• Conduct technical feasibility assessments, capacity planning, and network architecture reviews for proposed solutions.

• Support network planning, expansion, upgrades, migrations, and optimization initiatives.

• Collaborate with Engineering and Operations teams to ensure solutions are implementable, supportable, and aligned with network standards.

• Provide technical support during implementation, testing, commissioning, and service handover.

• Identify and manage technical risks, dependencies, assumptions, and solution constraints.

• Keep abreast of emerging telecommunications technologies and recommend solutions that support business growth and innovation.

• Develop and maintain technical standards, solution templates, architecture documentation, and best practices.

Role Qualifications

• Minimum of seven (7) years' relevant experience in telecommunications, network engineering, solutions architecture, pre-sales engineering, or a related technical environment.

• Demonstrated experience in designing technical/network solutions for enterprise or corporate customers.

• Experience supporting RFPs, RFQs, tenders, technical proposals, and pre-sales activities.

• Practical experience in network planning, architecture, capacity planning, or engineering.

• Experience working with cross-functional teams, particularly Commercial/Sales, Engineering, Operations, and Project teams.

• Experience engaging customers and presenting technical solutions.

• Experience working with technology vendors and solution partners is an advantage.

Location: Jamii Towers

Department: Planning & Engineering

Job Type: contract