DAISY BUSINESS SOLUTIONS

IT Solutions Specialist

Plattekloof, Cape Town · Full-time · IT Solutions

1	Plattekloof	IT Solutions	Full-time
POSITION	CAPE TOWN	DIVISION	TYPE

About the Role

Daisy Business Solutions is looking for an IT Solutions Specialist to join our Western Cape team in Plattekloof, Cape Town. This is a client-facing role at the point where technology meets business: you'll design, present and help close IT and cybersecurity solutions that solve real problems for our clients.

Working alongside our sales representatives and technical division, you'll turn discovery sessions and site assessments into tailored solutions across managed IT, networking, Microsoft 365, cloud and cybersecurity. You won't be starting from scratch — you'll build on established client relationships and an existing sales pipeline in the region, with a clear mandate to grow our managed services annuity base.

Solution-Led Selling

Design tailored architectures across managed IT, networking, cloud and cybersecurity — every proposal built around the client's business.

A Pipeline in Place

Step into existing client relationships and an active regional pipeline, so you can make an impact from day one.

Tech Meets Business

Partner with sales and our technical division to present solutions and close deals that build long-term annuity revenue.

What You'll Do

- Engage with clients alongside our sales representatives to identify IT opportunities and understand their business needs
- Conduct site assessments and solution discovery sessions
- Design tailored solutions across Managed IT Services, Networking and Infrastructure, Microsoft 365 and Cloud Solutions, and Cybersecurity (firewalls, endpoint protection and email security)
- Develop proposals, pricing structures and solution architectures
- Present solutions to clients and assist in closing deals
- Support the growth of managed services and recurring annuity revenue
- Build on the existing client relationships and sales pipeline already established in the Western Cape

What You'll Bring

Experience

- Experience in IT pre-sales, a managed service provider (MSP) or an IT sales environment is advantageous
- Hands-on experience with firewalls and cloud solutions is beneficial
- Familiarity with Reyee/Ruijie, Sophos or MikroTik product lines is advantageous

Skills & Competencies

- Strong knowledge of networking (routing, switching and Wi-Fi)
- Strong knowledge of Microsoft 365
- Strong grounding in cybersecurity and server fundamentals
- Ability to translate technical solutions into clear business value
- Excellent communication and presentation skills
- Self-motivated and comfortable working in a client-facing role

Qualifications

- Relevant certifications (e.g. CCNA, MikroTik, Microsoft, CompTIA or Sophos) are advantageous
- Valid driver's licence and own transport

Regular client site visits are part of this role, so a valid driver's licence and own transport are essential.

Success in Your First 6 Months

- Strong working relationships established with the Western Cape sales team and technical division
- A solid understanding of existing clients and the regional pipeline, with ownership of solution design on active opportunities
- Confident site assessments and discovery sessions that uncover real client needs
- Accurate, well-priced proposals and solution architectures presented with clarity
- A measurable contribution to closed deals and new managed services (annuity) revenue

Your Career Path

1. IT Solutions Specialist → **2.** Senior Solutions Specialist → **3.** Solutions Architect → **4.** Pre-Sales / Solutions Lead

Life at Daisy

At Daisy, you'll join a business that backs its people with the tools, support and opportunities to grow. Our sales and technical experts work side by side, good ideas are heard, and strong performance opens doors. If you're curious, commercially minded and love solving problems for clients, you'll fit right in.

Role Details

Job Title	IT Solutions Specialist
Division	IT Solutions
Location	Plattekloof, Cape Town
Reports To	National IT Sales Director
Employment Type	Full-time, Permanent
Number of Positions	1
Salary	Market related — competitive and commensurate with experience
HR Contact	CPT-HR@daisy.co.za

Ready to Apply?

Send your CV to CPT-HR@daisy.co.za.

Daisy Business Solutions is an equal opportunity employer.