

Guy Nicolas Bessin YAMEOGO

IT & Telecom Pre-Sales Engineer · Technical-Commercial Specialist

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PROFILE

Design engineer in digital systems (networks, IT, telecommunications) with 6 years of experience at IT integrators, including close to 3 years in pre-sales. Specialized in requirements qualification, infrastructure solution design (networks, security, datacenter, cloud), building technical and financial proposals, and responding to tenders. Comfortable negotiating with distributors and partners, delivering product demonstrations, and managing client relationships, backed by solid field experience in integration and IT project management.

PROFESSIONAL EXPERIENCE

Pre-Sales Engineer — SANCFIS FASO (formerly ALINK TELECOM Faso), Ouagadougou Oct. 2023 – Present

- Qualify client needs and design IT/telecom solutions: HPE servers, Dell & HP workstations, Cisco/Webex networking and video conferencing, security, internet links and VSAT.
- Draft and assemble technical and financial proposals; respond to tenders and quotation requests (banking, mining, public institutions, NGOs).
- Consult and negotiate with regional distributors and wholesalers (Hiperdist, DGF Technologie, and others); source technical partners.
- Deliver technical demonstrations and product presentations to decision-makers; conduct technology and competitive intelligence; follow commercial files through to delivery.

Microsoft 365 Consultant (freelance, remote) — Upwork / Gigplus Aug. 2023 – Jan. 2025

- Provided advisory, support and troubleshooting on Microsoft 365 for international clients.

Systems, Network & Maintenance Engineer — E-SERVICES SA, Ouagadougou Apr. 2022 – Oct. 2023

- Project lead on major integrations: ARCEP datacenter, Microsoft 365 rollout for a bank, Bogodogo Hospital datacenter (CONTEG, AKCP), LONAB network (Ubiquiti, Palo Alto), G-Cloud hardening (FortiGate, Allot), Windows Server deployment for Vista Bank.
- Conducted needs analysis, scoping documents, execution planning, skills transfer and delivery reporting.

IT Support & Maintenance Technician — E-SERVICES SA, Ouagadougou Jul. 2020 – Apr. 2022

- Deployed 2 NGFW firewalls (Palo Alto, FortiGate) for SONABEL; Ruckus WiFi network for MFPTPS; COVID-19 call center (CORUS); modernized local networks for government administration.
- Performed preventive and corrective maintenance, user support and network troubleshooting.

Part-time Lecturer & Project Supervisor — ISGE-BF, Ouagadougou 2022 – 2023

- Supervised capstone projects (FortiGate firewall, zero-trust strategy, ESET PROTECT, 3CX) and mentored 5 final-year student projects (VSAT, PRTG monitoring, VPN).

EDUCATION

Engineering Degree in Digital Systems Design — ISGE-BF, Ouagadougou (Networks, IT, Telecommunications) · 2017 – 2021

Engineering Degree in Electrical Systems — ISGE-BF, Ouagadougou · 2016 – 2017

CERTIFICATIONS (SELECTION)

Cisco CCNA 200-301 · Fortinet NSE 1-2-3 & NSE 5 · Huawei HCSA · Microsoft 365 Fundamentals · pfSense · Allot ACTE ENT & CSP · Bitdefender MSP & GravityZone Technical Specialist · Qualys Specialist · PRTG Monitoring Expert · Veeam · 3CX · Schneider · TOEIC

SKILLS

Commercial	Pre-sales & tender response · technical and financial proposals · distributor negotiation · product demonstrations · client relationship management
Project	IT project management (MS Project) · needs analysis and scoping · execution planning · skills transfer · delivery reporting
Security	FortiGate · Palo Alto · pfSense · Bitdefender GravityZone · Qualys · ESET PROTECT
Infrastructure	Datacenter (CONTEG, AKCP) · virtualization (VMware, Hyper-V) · Windows Server · Veeam backup · monitoring (PRTG) · electrical & power systems
Networking	Cisco · Ubiquiti · Ruckus · VSAT & internet links · Webex / 3CX unified communications
Cloud	Microsoft 365 · Azure AD
Languages	French (native) · English (professional working proficiency, TOEIC)

REFERENCES

Mr. Jean Paul ZONGO — Network Security Engineer, Consultant, E-SERVICES SA · +226 78 93 28 28

Mr. Alexis NAGALO — Academic Head, Engineering Program, ISGE-BF · alexis.nagalo@isge-bf.com · +226 70 85 48 87