



Title: Business Development Manager (Consulting/CCI) - Tokyo

The BDM is a senior consulting person, who will work as a business consultant for local accounts teams.

He/she will engage in strategic deals/accounts where his/her knowledge of IT network/security architecture and IT compliance will affect the reach of Fortinet solution, bringing to our customers a more broadened approach to their security needs by grand design.

Responsibilities:

- Work directly with existing customers and our major account sales team (Public)
- Provide sustainability in receiving the government security certification (ISMAP)
- Provide the insights of cloud security certification framework
- Provide deeper knowledge of government cloud security that can develop the central government market
- Collecting/sampling information on the common platform for Cloud/related management documents
- Support operational status audits (Preparation for sampling target, QA support)

Requirements:

- 5+ years of experience working with customers directly and internal as a business consultant or IT security consultant
- Understanding the system audit (internal control) and ISMS certification
- Experience in overseeing ISMAP authentication system
- Experience in acquiring ISMS / ISO27001 certification
- Knowledgeable about Cloud Security and Security as a Service
- Bachelor's degree in Computer Science, Information Systems, or equivalent

Fortinet is an equal opportunity employer.

We will only notify shortlisted candidates.

Fortinet will not entertain any unsolicited resumes, please refrain from sending them to any Fortinet employees or Fortinet email aliases. Should any Agency submit any resumes to Fortinet, these resumes if considered, will be assumed to have been given by the Agency free of any related fees/charges.

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