



Business Development Specialist - Tokyo

Objective:

The Business Development Representative (BDR) will provide support to a defined group of Japan-based Account Managers (Sales Representatives). The BDR will be responsible for booking qualified meetings with target contacts within target accounts.

The BDR will be responsible for identifying and engaging contacts in target accounts in addition to engaging, qualifying, and setting meeting with leads that come inbound to the company. The Business Development Representative will use contact databases along with lists of contacts acquired from marketing campaigns, marketing events, and 3rd party services to achieve their lead generation goals. BDR will also perform cold calls to set up the meeting with the stakeholders of target accounts.

Responsibilities:

- Call and/or email all inbound leads in your region to engage, qualify, and book meetings for your regional Account Manager(s)
- Outbound calling and emailing to identify, engage, qualify, and book meetings with target contacts in target companies
- Track all activity through Salesforce.com including number and amount of pipelines made through the meetings created by BDR

Requirements:

- Goal oriented, able to meet and exceed monthly/quarterly goals
- Confident with the ability to work well in a fast paced environment
- Able to work independently as well as on a team Excellent written and verbal communication skills
- Well organized with effective time and activity management skills
- Ability to manage multiple tasks
- BS in Business Administration, Marketing, or related fields
- Ideal candidate has interest or experience with technology sales



Preferred Experiences:

- Inside sales experiences
- Account Management experiences

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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