



Channel Account Manager – Distributor, Tokyo

Objective:

In this key role, you will drive Fortinet Channel business through our Distribution Channel. Manage and Develop key relationships with Executive level and day-to-day business managers for each Distributor. Implement and manage annual Marketing plans to drive business for the various Sales Business Units and Fortinet product solutions. Coordinate with internal groups (Finance, shipping & receiving, AP, Legal, Sales, Engineering etc.) to manage Distribution Purchase Orders and inventory planning and forecasting. Serve as a lead contact to assist and support activities associated with all Channel, Enterprise, Service Provider and Federal Sales team opportunities.

Responsibility:

- Implement annual/quarterly marketing plans to drive incremental growth, achieve goals and exceed quota responsibility
- Serves as lead contact responsible for all day-to-day business through the Distribution Channel and Fortinet.
- Works closely with all Fortinet Sales teams (Channel, Enterprise, Service Provider, Public) to manage pipeline opportunities, recruit and identify new opportunities through each Distribution point.
- Develop and manage relationships with key executives, decision makers, influencers at each Distribution partner.
- Manages Inventory levels and advises product forecasts for each Distribution partner.
- Required travel to each Distribution point and Channel events associated with each partner.

Requirement:

- 5+ years in successful Distribution Channel experience
- Proven track record in managing key Distribution Channel relationships
- Strong ability to work cross-functionally and strong problem solving skills
- Excellent presentation skills to executives & individual contributors
- Excellent written and verbal communication skills
- A self-motivated, independent thinker who excels at multi-tasking.
- Bachelor's degree or equivalent experience in network security industry,

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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