



Channel Account Manager (Enterprise) - Tokyo

The Channel Account Manager (CAM) will build and promote the company's position as the worldwide leader in Unified Threat Management, specifically through the partner community within the assigned territory. Must be a key contributor to the revenue growth of the region, and manage to the company growth targets.

Accountable for managing all reseller partnerships at Bronze and Silver levels within the guidelines of Fortinet's channel programs within the geographic territory, spearheading new business development with assigned channel partners. Will motivate, educate and train the partners in the Company's products and technologies. The CAM is responsible for achieving sales, revenue and partner recruitment objectives.

Responsibility:

- Establish productive, professional relationships with key personnel in assigned Silver and Gold level partner accounts
- Build a plan for partner enablement and training in assigned territory for key partners
- Coordinates the involvement of company personnel, including support, service and management resources in order to meet partner performance objectives and partner's expectations
- Assume full responsibility for accurate sales forecasting by demonstrating an in-depth knowledge of sales cycle and update Salesforce accordingly
- Meet and exceed sales quotas and revenue goals
- Proactively leads a joint partner planning process that develops mutual performance objectives, critical milestones (e.g. training certification) in conjunction with Distribution resources (sales, support, etc)
- Ability to work in a high volume low-end and mid-market sector
- Manages potential channel conflict by fostering excellent communication internally and externally and through strict adherence to Fortinet's channel program guidelines
- Drives sales of new technology adoption in assigned territory
- Proactively recruits new qualifying partners
- Reporting to the Japan Channel Director

Requirement:

- 7+ years channel sales and territory management in networking or security sectors
- Experience building business and marketing plans with partners
- Experience with the Distribution channel model



- Experience in sales forecasting, opportunity identification and drive to close
- Excellent written and verbal communication skills and able to speak English fluently
- Excellent presentation skills
- Candidate must thrive in a fast-paced, ever-changing environment
- Competitive, self-starter, team player

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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