



Channel Account Manager - Osaka

Objective:

The SMB Channel Account Manager will build and promote the Company's position as the worldwide leader in Unified Threat Management, specifically through the SMB VAR community in the territory. Primary responsibility will be to motivate, educate and train MFP partners including Otsuka, Ricoh, Canon, Sharp, Xerox in the Company's products and technologies. Expand sales with by building business plans including CDF strategy, account penetration strategy and profitability targets. Must be a key contributor to the revenue growth of the region, and manage to the company growth targets. Accountable for managing all MFP partner partnerships within the guidelines of Fortinet's channel programs, spearheading new business development and successfully developing alliances with key SMB solution provider accounts.

Responsibility:

- Manage key MFP partners (Ricoh, Otsuka, **Canon**, Sharp, Xerox) and distribution partners (Daiwabo, Synnex) in the region
- Build revenue and non revenue business plans with these partners.
- Provide ongoing sales and technical trainings to these partners.
- Build marketing plans to drive incremental sales pipeline and revenues with development funds.
- Act as key partner channel strategist to regional sales managers within region.
- Partner with Fortinet marketing and engineering teams to drive revenue growth within region.
- Provide geographic partner channel coverage for the region (The territory is all over Japan)
- Carry quarterly and annual revenue targets.

Requirement:

- 3+ years channel sales and territory management in networking or security sectors.
- Experience building business and marketing plans with partners.
- Must have experience in delivering sales trainings, and experience in working in a fast pace environment with revenue responsibilities.
- Excellent presentation skills to executives & individual contributors
- Excellent written and verbal communication skills
- Candidate must thrive in a fast-paced, ever-changing environment.
- Competitive, Self-starter, Hunter-type mentality.
- Ability to travel ~40-60% all over Japan
- Bachelors Degree or equivalent experience. Graduate Degree favorable

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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