



## **Position: Channel Account Manager – Tokyo/Osaka/Sendai**

**Location: Japan, Tokyo/Osaka/Sendai**

### **Role Overview:**

In this key role, you will drive Fortinet channel business through our distribution channel. Manage and develop key relationships with each partner's executive level and day-to-day business managers. Implement and manage annual marketing plans to drive business for the various sales business units and Fortinet products and solutions. Coordinate with internal groups (finance, shipping & receiving, legal, sales, engineering, etc.) to manage distribution purchase orders and inventory planning and forecasting. 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.

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### **Responsibilities:**

- Implement annual/quarterly marketing plans to drive incremental growth, achieve goals and exceed quota responsibility.
- Serve as lead contact responsible for all day-to-day business through the distribution channels and Fortinet.
- Work closely with all Fortinet sales teams (Channel, Enterprise, Service Provider, Public) to manage pipeline opportunities and recruit and identify new opportunities through each distribution point.
- Develop and manage relationships with key executives, decision-makers, and influencers at each distribution partner.
- Manage inventory levels and advise product forecasts for each distribution partner.
- Require travel to each distribution point and channel events associated with each partner.

### **Requirements:**

- 3+ years of channel sales in the distribution and SI channels in networking or security sectors.
- 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 the 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.