



## **Major Account Manager – Enterprise, Manufacturer (Osaka) or Finance and Utility (Fukuoka)**

### **Objective:**

In this key role, you will manage and drive direct sales engagements into a set of Named Accounts and strategic Partners. Your focus will be to create and implement strategic account plans focused on attaining enterprise-wide deployments of Fortinet products and services. Develop executive relationships with key buyers and influencers and leverage these during the sales process. Coordinate with appropriate internal groups to generate and deliver winning Contract Bids, Proposals, RFI/RFP Responses, and Statements of Work. Negotiate terms of business with clients to achieve win/win results that provide the basis for strong ongoing relationships.

### **Responsibility:**

- Generating enterprise business opportunities and managing the sales process through to closure of the sale.
- Achievement of agreed quarterly sales goals.
- Generate a sales pipeline, qualifying opportunities, and accurately forecast pipeline.
- A proven track record of quota achievement and demonstrated career stability

### **Requirement:**

- Proven ability to sell solutions to major companies.
  - Direct sales experience on large companies, especially in the "manufacturing in Osaka" or "Finance and/or Utility in Fukuoka" and who have relationships with customers in these market.
  - Enable to perform business as a team with not only customers but also communication with "internal company / cooperating company", trust relationship building, cooperativeness.
  - A proven track record of quota achievement and demonstrated career stability
  - Experience in closing large deals such as over 100 million yen from one company (customer)
  - Excellent presentation skills to executives & individual contributors
  - Excellent written and verbal communication skills
  - A self-motivated, independent thinker that can move deals through the selling cycle
  - Minimum 5 years sales experience selling to Major companies in Manufacturer in Osaka or Finance and/or Utility in Fukuoka.
  - Minimum 3 years selling enterprise network security products and services.
  - Candidate must thrive in a fast-paced, ever-changing environment.
  - Competitive, Self-starter, Hunter-type mentality
  - Proactive and energetic,
  - BS or equivalent experience, graduate degree preferred
- 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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