



Position: Major Accounts Manager (Commercial) – Tokyo

Location: Japan, Tokyo

Job Description

The Major Accounts Manager (MAM) will build and promote the company's position as the worldwide leader in Cyber Security, specifically through the partner community within the assigned territory. In this key role, you will manage and drive direct sales engagements into a set of Named Accounts and strategic Partners in commercial segment. Must be a key contributor to the revenue growth of the region, and manage to the company growth targets. Your focus will be to create and implement strategic business plans (Account plan, Partner enablement plan) focused on attaining enterprise-wide deployments of Fortinet products and services.

Responsibilities:

- Generate 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.
- Ability to work in a large volume high-end market sector.
- Drives sales of new technology adoption in assigned territory.

Requirements:

- Minimum 5-year experience selling to major companies in networking or security sectors.
- Direct sales experience with strong relationships with customers in this market.
- Experience with the Distribution channel model.
- Experience in sales forecasting, opportunity identification and drive to close
- Work well as a team internally and externally.
- Proven track record of quota achievement and demonstration of career stability.
- A self-motivated, independent thinker that can move deals through the selling cycle.
- Candidate must thrive in a fast-paced, ever-changing environment.
- Proactive and energetic.
- Excellent presentation skills to executives & individual contributors.
- Excellent written and verbal communication skills.
- 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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