



Position: Major Accounts Manager (Enhanced Technology) - Tokyo

The Major Account Manager will build and promote the Company's position as the worldwide leader in Enhanced Technologies solutions such as Network Access Control products (FortiNAC), Wireless and Wired Products (FortiAP and FortiSwitch). In this key role, you will manage and drive direct sales. Create and implement plans focused on attaining enterprise-wide deployments of Enhanced Technologies 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.

Responsibilities:

- Maximize Fortinet opportunity while providing value added solutions to the Major Accounts
- Drive Sales of Enhanced Technologies solutions such as Network Access Control products(FortiNAC), Wireless and Wired Products(FortiAP and FortiSwitch)
- Develop relationships with Channel Partners and End Users to identify new Enhanced Technologies solutions opportunities
- Generate new Enhanced Technologies solutions in the Large Enterprise Market, Service providers and Public sectors
- Manage effective working relationships with System Engineers and Consulting SEs
- Consistently build and deliver on an accurate pipeline
- Provide effective and successful Enhanced Technologies solutions to our customers

Requirements:

- Must thrive in a fast-paced, ever-changing environment with revenue responsibilities.
- Confident knowledge of Enhanced Technologies such as Network Access Control products (FortiNAC), Wireless and Wired Products (FortiAP and FortiSwitch)
- Must have worked as a Major Account Manager and be familiar with industry players and their differentiators
- 8+ years technology selling experience (outside sales) in networking or security sectors.
- Proven ability to sell solutions to enterprise customers
- A proven track record of quota achievement and demonstrated career stability
- Experience in closing large deals
- 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
- From 4-year College Degree / 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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