



Position: Major Accounts Manager (Enterprise) – Nagoya

Location: Japan, Nagoya

Job Description

In this key role, you will manage and drive direct sales into large Enterprise Accounts in Nagoya/Tokai Region. 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 in large Enterprise Accounts 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:

- Manage and motivate a team of Sales Representatives focused on large Enterprise Accounts in Nagoya/Tokai region.
- Develop account plans to achieve team and individual goals and exceed quota responsibility.
- Works closely together with the Account Managers in order to maximize the primary business focus and serves as team leader responsible for the quality and success of activities in the West sector.
- Develops relationships with key decision-makers, influencers, and partners.
- Generating large 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.

Requirements:

- 5+ years of technology selling experience leading and building a team.
- Proven ability to sell solutions to large Enterprise customers.
- A proven track record of quota achievement and demonstrated career stability.
- Experience in closing large deals in the IT vertical.
- 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.
- 8+ years of experience selling to large Enterprise Accounts in Nagoya/Tokai Region.
- 2+ years' experience of selling enterprise network security products and services.
- Competitive, Self-starter, Hunter-type mentality.

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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