



Position: Major Accounts Manager (Telco) - Osaka

Location: Japan, Osaka

Role Overview:

In this key role, you will develop and drive hi-touch sales engagements into major telecom carriers in Japan. Your focus will be to create and implement strategic account plans focused on attaining SP MSSP, SP infrastructure, and SP internal 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 and partners to achieve win/win results that provide the basis for strong ongoing relationships.

Responsibilities:

- Generate business opportunities with Telecom Carriers and Service providers and managing the sales process through to closing the sale.
- Plan and execute sales strategy against targeting markets and customers.
- Generate a sales pipeline, qualifying opportunities, and accurately forecast pipeline together with achieving agreed on quarterly sales goals.
- Build a strong relationship with customers, develop deals, and propose a solution consulting approach together with SI partners and Fortinet system engineers as always.
- Support customers by updating Fortinet solutions and information in everyday business activities to keep customer satisfaction.

Requirements:

- Proven ability to sell solutions to service providers mainly about IT network and IT network security.
- A proven track record of quota achievement and demonstrated career stability.
- Experience in closing large deals with understanding customers' situations, markets, and industries.
- Excellent presentation skills to executives and individual contributors, and written and verbal communication skills.
- A self-motivated, independent thinker that can move deals through the selling cycle by the leading customer for their satisfaction.
- 5+ years of sales experience selling network/security solutions across the leading service providers.
- Candidate must thrive in a fast-paced, ever-changing environment.
- Competitive, self-starter, hunter-type mentality.
- A level of understanding emails and documents written in English internally.
- BS or equivalent experience.

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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