



Position: Major Accounts Manager (Telco) – Tokyo

Location: Japan, Tokyo

Job Description

In this vital 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 to attain SP MSSP, SP infrastructure, and SP internal deployments of Fortinet products and services. Develop executive relationships with essential 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 business terms 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 manage the sales process through to the closure of the sale.
- Plan and execute sales strategy against targeting markets and customers.
- Generate a sales pipeline, qualify opportunities, and accurately forecast pipeline together with achieving agreed on quarterly sales goals.
- Build strong relationships 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 which are especially 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 customer's situation, market, and industry.
- 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 service provider companies experience will be preferred.
- The candidate must thrive in a fast-paced, ever-changing environment.
- Competitive, Self-starter, Hunter-type mentality.
- A basic level of understanding of emails and documents written in English internally.
- 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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