



## **Sales Enablement Manager - Tokyo**

### **Role Overview:**

The Sales Enablement team at Fortinet is striving to become a world class strategic function – we report directly into our Chief Revenue Officer and have cross-functional engagement across the organisation. We are looking to support the growth of Fortinet's business in Japan through the appointment of a sales enablement leader.

As the Senior Program Manager for the Sales Enablement Team in Japan, you will develop, create and execute strategic and comprehensive solutions centred on enablement of sellers across the organisation – especially in the Enterprise segment. You will proactively engage cross-functionally with sales leadership, marketing, product, support, services and operations, to create and deliver ongoing enablement plan. You will develop, launch and measure all enablement initiatives in alignment with strategic priorities, marketing campaigns, go to market initiatives and product/service launches.

This role would suit a former Sales Leader or a Services Leader with sales experience or a Sales Enablement Professional

### **Responsibilities:**

- Equip the Sales Teams in Japan to sell professionally
- Improve sales skills, knowledge and behaviours for sellers and leaders
- Partner across the organisation to drive sales outcomes
- Ensure skills, knowledge and customer readiness of the Customer Success and Support and Sales organizations
- Create and manage enablement tools, materials and content
- Collaborate with functional and regional sales readiness leadership to jointly own outcomes

### **Requirements:**

- Minimum of 8 years of experience within Sales, Support, Services, Sales Operations, and Sales Training/Enablement
- Experience of working in a US-based multi-national organisation
- Results-oriented individual, self-starter and possesses the ability to work independently. Must be comfortable with ambiguity
- Strong organizational, planning, and multi-tasking skills, demonstrates sound judgment and excellent decision-making abilities, and shows a great attention to detail



- Possesses strong interpersonal and communication skills, both written and verbal
- Does everything possible to achieve results, consistently meets or exceeds expectations, builds commitment in other for individual and team objectives, leads efforts to increase productivity and goal accomplishment
- Strong relationship building, teamwork/collaboration with managers and subject matter expert
- Confidence to engage with senior leaders to drive Trusted Advisor type relationship
- Fluent English

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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