Position: Consulting Systems Engineer (OT) – Tokyo
Location: Japan, Tokyo

Job Description

The Consulting Systems Engineer for OT is responsible for presenting and managing the pre-sales, enablement, go to market, and technical aspects of the Fortinet OT proposition and service offerings to our most important partners and customers.

Consulting Engineers are Fortinet's ultimate technical solutions providers within the Global Sales and organization. They must demonstrate deep knowledge in one or more technical areas and domains. Consulting Engineers are the Fortinet Architect and technical authority and support the local teams by leading current and prospective technology to the partners, customers, and internal teams as well as those of our competitors in the areas of cybersecurity.

Responsibilities:

- Successful Consulting Engineers act as a Fortinet spokesperson on the OT stakeholders like alliance managers, architects, Pre-sales VPs, bid managers, and post-sales support organizations.
- Work alongside the rest of the team to promote and maximize the knowledge on every level within the global internal and partner organization. Consulting Engineers are selectively utilized in Fortinet and must be capable of speaking to and convincing C-level executives about the benefits of Fortinet technology and how it can be used to enable the partner to win their business confidently and choose Fortinet technology instead of competitors when answering Global RFPs.
- This role is required to display worldwide influence and leadership of Fortinet and control vendors alike and will develop innovative solutions for our largest Partners and share them across the global sales team. This role collaborates with Partners, as well as internal resources. The Consulting Engineer will often rely on other CSEs to assist the Product Management and Engineering teams of the GSIs to offer technical support and integration issues across our entire suite of products.
- Additionally, activities do include the creation of new feature requests, white papers, integration with other vendors, product and solution marketing review, and systems integration lab work. It also involves the creation of uses cases, presentations to help our partner to succeed with Fortinet. The Consulting Systems Engineer's goal is to be a recognized evangelist for the strategic vision of our Partners and Customers.

Requirements:

- In-depth experience in a technical pre-sales role on a global level.
- Have expert-level troubleshooting and problem determination skills.
- Ability to clearly articulate issues and concerns to management and support.

- Willingness to travel, work odd hours, and be very available.
- Excellent business writing and presentation skills.
- Good experience in any ICS/OT sectors e.g., electrical power, oil, and natural gas, transportation, etc. in a technical role.
- Detailed knowledge and strong experience in installation and configuration of computer networks (LAN/WAN), and network security technologies e.g., switches, routers, firewalls, intrusion detection systems, host security solutions, etc.
- Detailed knowledge and hands-on experience with implementing network and security solutions for ICS/OT environments.
- Knowledge and experience in dealing with a diverse set of technology implementations e.g., Microsoft, VMware, Linux, etc.
- Knowledge and experience in dealing with ICS/OT equipment, e.g., HMIs, RTUs, PLCs, Controllers, etc.
- Knowledge and experience in dealing with different ICS/OT applications and communication protocols e.g., Modbus TCP, OPC, etc.
- Industry-standard system administration, networking, and network security certifications are a must. e.g., Network+, MCSA/MCSE, VCP, etc.
- Project work experience in deploying solutions for power substations or oil & gas plants or manufacturing plants is a plus.
- SANS/ GIAC GICSP certification is a plus.
- Knowledge of the Fortinet Fabric product range is a plus.

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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