



Position: Systems Engineer (Enhanced Technology) - Tokyo

Objective:

We are looking for a Systems Engineer to work closely with sales team in a defined set of our specific Security Fabric products and solutions such as Endpoint (FortiEDR, FortiClient/EMS), Application Security (FortiMail, FortiSandbox, FortiWeb, FortiProxy), Public Cloud (AWS, Azure), Network Access (FortiSwitch, FortiAP, FortiNAC, FortiAuthenticator), Security Operation (FortiSIEM, FortiSOAR).

The Systems Engineer's main mission will be to support the sales organization in all technical matters regarding pre-sales, sales calls mainly, PoC testing, and sometimes post-sales and marketing assistance.

Responsibilities:

- Work directly with existing customers and prospects, skillfully present the technical merits of the Fortinet security offerings, deliver compelling product demos, and expertly handle technical objections.
- Provide reporting and feedback on customer accounts and field activities to Sales, Product Management and Engineering.
- Provide design consultation and best practice guidance for design, implementation, and conversion for major accounts.
- Lead advanced 'proof of concept' testing for our customers.
- Act as an interface between the Sales team and technical support to resolve customer's technical issues.
- Perform product demonstrations and presentations at customer and partner sites, company road show's and events.

Requirements:

- 7+ years of experience working with customers directly as a pre-sales engineer.
- Experience understanding L2-L4 Networking, Network Security, Server and Network Virtualization and Cloud Computing.
- Experience understanding malware/exploits/intrusion detection structure and behavior.
- Experience installing, configuring and integrating a complex Network and Security environment.

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.

#LI-HS1