



Title: Systems Engineer (Partner) - Tokyo

Location: Japan, Tokyo

Job Description

A Systems Engineer(Partner) is to work closely with a partner sales in a defined territory.

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

Responsibilities:

- Pre-sales - assist in qualifying sales leads from a technical standpoint.
- Sales calls - be the main technical resource on sales calls and answers/ educates the customer and partner on issues ranging from features, specifications and functionality to integration.
- Conversant with networking applications and solutions.
- Post-sales - be the lead technical contact for identified accounts for technical issues and will work closely with the technical support team and engineering to answer, elevate and resolve customer's technical issues.
- Provide assistance to identified customers with sales training.

Requirements:

- 4 - 7 years experience in technical/pre-sales support as a sales or systems engineer.
- 4 - 6 years experience in LAN/WAN/Internet services administration.
- Strong understanding of DNS and NFS, SMTP, HTTP, HTTPS, TCP/IP.
- Knowledge of the following technologies: Routing, Switching, VPN, LAN, WAN, Firewall, IPS, Anti Virus, Anti Spam, Web Filtering, Sandboxing, SDWAN and Cloud Security.
- Strong understanding in the following technologies and protocols: RADIUS, PKI, IKE, Certificates, L2TP, IPSEC, FIREWALL, 802.1Q, MD5, SSH, SSL, SHA1, DES, 3DES.
- Experience with encryption and authentication technologies required.
- Strong presentation and training skills.
- A team player.
- Bachelors Degree or equivalent experience. Graduate Degree favourable.

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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