



Position: Systems Engineer – Tokyo/Osaka/Nagoya/Fukuoka/Sendai

Location: Japan, Tokyo/Osaka/Nagoya/Fukuoka/Sendai

Role Overview:

We are looking for a systems engineer to work closely with a partner sales representative in a defined territory. The systems engineer's primary mission will be to support the sales organization in all technical matters regarding pre-sales, sales calls, and post-sales.

★東京/大阪/名古屋/福岡/仙台にて複数の枠がございますので、ご希望の勤務地でご応募頂きます。

Responsibilities:

- Pre-sales: assist in qualifying sales leads from a technical standpoint.
- Sales calls: be the main technical resource on sales calls and answer/educate the customers and partners on issues ranging from attributes, specifications, and functionalities to integrations.
- Conversant with networking applications and solutions.
- Post-sales: be the lead technical contact of identified accounts for technical issues and work closely with the technical support team. Engineer to answer, elevate and resolve customers' technical issues.
- Assist 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.
- Business level of English.
- A team player.

Bachelor's Degree or equivalent experience.

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-BK1