



Title: Professional Services Consultant - Tokyo

Location: Japan, Tokyo

Objective:

This is a technical role, providing post-sales consulting in the security industry. The Professional Services Principal Consultant works with clients and partners remotely and/or onsite on engagements of high complexity. The consultant has demonstrated his/her ability to participate to the success of projects from the pre-sales/scoping phase to project closure. He/she focuses on design as well as implementation aspects of project delivery, such as requirements analysis & design, firewall and enhanced security products implementation and optimization, with any related documentation.

Responsibilities:

- Provide professional, timely onsite technical services for clients, including security design, testing, deployment, optimization and management services.
- Work with customers remotely and onsite; develop statements of work; track and report status.
- Develop and maintain core competency on Fortinet's entire product line and technologies.
- Develop and maintain expert level technical and marketing knowledge in the following technology disciplines as they relate to Fortinet's products:
 - Network Security Infrastructure – Switching, Routing and Availability.
 - Network security systems – centralized configuration, administration, email and reporting.
 - Basic competitor knowledge.
- Interface with Fortinet's business and technology partners within designated technology discipline and distribute that knowledge to the team.
- Work closely with other technical and sales departments within Fortinet.
- Provide project management or input to project management for engagements.
- Use standardize methods, processes and tools.

Requirements:

- 5+ Years experience in LAN/WAN /Internet Support or Administration.
- 2+ Years experience with Network Security Products.
- Solid understanding of general security and networking principals and technologies such as:
 - Switching, Routing and the OSI model
 - Firewalls, VPN, Anti-Virus and Content Filtering
 - Intrusion Detection and Prevention
- Strong general knowledge of common networking and security protocols and applications such as TCP/IP, HTTP, SMTP, FTP, DNS, IPSec, PKI, OSPF, RIP, VLANs.
- Well Developed and Effective communication and presentation skills.
- Ability and competence to write technical material for training, white papers using



applications such as Power Point, Word and Visio.

- Ability to work well under pressure and handle confrontation when necessary.
- CISSP and PMP certifications are 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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