

## Major Accounts Manager (Manufacturing) - Taipei

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Company: Fortinet

Location: Taiwan

Category: other-general

Location: Taiwan (Taipei)

### **Role Overview:**

In this key role, you will manage and drive direct sales engagements into Accounts in Manufacturing Industry. Your focus will be to create and implement strategic account plans focused on attaining enterprise-wide deployments of Fortinet products and services. Develop executive relationships with key buyers and influencers and leverage these during the sales process. Coordinate with appropriate internal groups to generate and deliver winning Contract Bids, Proposals, RFI/RFP Responses, and Statements of Work. Negotiate terms of business with clients to achieve win/win results that provide the basis for strong ongoing relationships.

### **Responsibilities:**

Generate enterprise business opportunities and manage the sales process through to closure of the sale.

Develop key accounts through strategic based selling and relationship management in Manufacturing Industry.

Maintain and analyze client profiles for better segmenting and targeting.

Achievement of agreed quarterly sales goals.

Generate a sales pipeline, qualifying opportunities, and accurately forecast pipeline.

Manage key Fortinet partners and end users in the region.

## Requirements:

Minimum 8 years sales experience selling to Accounts in Manufacturing industry.

Minimum 3 years selling enterprise networking, security solution or professional services.

Knowledge in enterprise networking, cloud, security solution and professional services, additional knowledge with SoC/NoC & ADC are added advantages.

A proven track record of quota achievement and demonstrated career stability.

Experience in closing large deals.

A self-motivated, independent thinker that can move deals through the selling cycle.

Candidate must thrive in a fast-paced, ever-changing environment.

Competitive, Self-starter, Hunter-type mentality.

Excellent presentation skills to executives & individual contributors.

Excellent written and verbal communication skills.

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