

Major Accounts Manager (Public) -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 Central Government, Local government, Utilities, Military and strategic partners in Public Sector. 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 public enterprise business opportunities and managing the sales process through to closure of the sale.

Develop key accounts through strategic based selling and relationship management in Public Sector.

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 Central Government, Local government, Utilities, Military and strategic partners in Public Sector.

Minimum 3 years selling enterprise network security products and services.

Knowledge in the enterprise network and cloud security products and services, additional knowledge with SIEM & ADC are added advantage.

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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