

Channel Account Manager - Sydney

[Apply Now](#)

Company: Fortinet, Inc.

Location: Haymarket

Category: other-general

SYDNEY, NSW, Australia

Job Identification

15720

Job Category

Locations

SYDNEY, NSW, Australia

Posting Date 03/19/2024, 12:18 AM

Job Schedule

Full time

Job Description Location: Australia (Sydney)

Role Overview:

The Channel Account Manager (CAM) will build and promote the company's position as the worldwide leader in Cyber Security, specifically through the partner community within New South Wales and Australia as required. Setting high standards, being a great team mate and contributing to the revenue growth of the region are all key aspects to this role.

Our CAM's are responsible for managing all nominated reseller partnerships within the guidelines of Fortinet's channel programs within the geographic territory and spearheading new business development. Coaching, educating and training the partners in the Company's products and technologies will be expected. The CAM is responsible for achieving sales, enablement and partner recruitment objectives.

Responsibilities:

Develop and execute business plans driving all aspects of the partner relationship to maximize growth opportunities and ensuring the partner is well-positioned to deliver successful customer implementations and recommendations.

Create services based on our emerging and established technologies increasing revenue growth.

Establish productive, professional relationships with key personnel in assigned partner accounts in New South Wales.

Build a plan for revenue, partner enablement and training in assigned territory for key partners.

Coordinates the involvement of company personnel, including support, service and management resources in order to meet partner performance objectives and partner's expectations.

Assume full responsibility for accurate sales forecasting by demonstrating an in-depth knowledge of sales cycle and update Salesforce accordingly.

Meet and exceed sales quotas and revenue goals.

Manages potential channel conflict by fostering excellent communication internally and externally and through strict adherence to Fortinet's channel program guidelines.

Proactively recruit new qualifying partners where required.

Requirements:

7+ years channel sales and territory management ideally in networking or security sectors.

Experience building business and marketing plans with partners.

Experience with the Distribution channel model.

Experience in sales forecasting, opportunity identification and drive to close.

Excellent written and verbal communication skills and able to speak English fluently.

Excellent presentation skills.

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

Competitive, self-starter, team player.

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.

The Channel Account Manager (CAM) will build and promote the company's position as

the worldwide leader in Unified Threat Management, specifically through the partner community within the assigned territory. Must be a key contributor to the revenue growth of the region, and manage the company growth targets. Accountable for managing all reseller partnerships within the guidelines of Fortinet's channel programs within the geographic territory, spearheading new business development with assigned channel partners. Will motivate, educate and train the partners in the Company's products and technologies. The CAM is responsible for achieving sales, revenue, and partner recruitment objectives.

The Channel Account Manager (CAM) will build and promote the company's position as the worldwide leader in Unified Threat Management, specifically through the partner community within the assigned territory. Must be a key contributor to the revenue growth of the region, and manage the company growth targets. Accountable for managing all reseller partnerships within the guidelines of Fortinet's channel programs within the geographic territory, spearheading new business development with assigned channel partners. Will motivate, educate and train the partners in the Company's products and technologies. The CAM is responsible for achieving sales, revenue, and partner recruitment objectives.

The Channel Account Manager will build and promote the company's position as the worldwide security leader in Technology that provides broad, integrated and automated cybersecurity solutions, specifically through the partners community within the assigned territory. Must be a key contributor to the revenue growth of the country region and manage the company growth targets. Accountable for managing all reseller partnerships the guidelines of Fortinet's partner programs within the geographic territory, spearheading new business development with assigned channel partners.

Page Channel Account Manager - Sydney - Candidate Experience site Careers
loaded#J-18808-Ljbffr

[Apply Now](#)

Cross References and Citations:

- 1. Channel Account Manager - SydneyDohajobs Jobs Haymarket Dohajobs ↗**
- 2. Channel Account Manager - SydneyNewyorkjobscareerJobs Haymarket**

[Newyorkjobscareer](#)

3. [Channel Account Manager - SydneyHelsinkiJobs Haymarket HelsinkiJobs](#)
4. [Channel Account Manager - SydneyAustinJobs Haymarket AustinJobs](#)
5. [Channel Account Manager - SydneyEnergyJobs Haymarket EnergyJobs](#)
6. [Channel Account Manager - SydneySearchenginejoblistings Jobs Haymarket Searchenginejoblistings](#)
7. [Channel Account Manager - SydneyTherecruiterJobs Haymarket TherecruiterJobs](#)
8. [Channel Account Manager - SydneyNotaryJobs Haymarket NotaryJobs](#)
9. [Channel Account Manager - SydneySouthafricaJobs Haymarket SouthafricaJobs](#)
10. [Channel Account Manager - Sydney ExpertiniJobs Haymarket Expertini](#)
11. [Channel Account Manager - Sydney Gurujobs Jobs Haymarket Gurujobs](#)
12. [Channel Account Manager - Sydney Legaljobs Jobs Haymarket Legaljobs](#)
13. [Channel Account Manager - Sydney AgilejobsnearmeJobs Haymarket Agilejobsnearme](#)
14. [Channel Account Manager - Sydney InvestmentbankerJobs Haymarket InvestmentbankerJobs](#)
15. [Channel Account Manager - Sydney LebanonJobs Haymarket LebanonJobs](#)
16. [Channel Account Manager - Sydney Seojobs Jobs Haymarket Seojobs](#)
17. [Channel Account Manager - Sydney Teacherjobsnearme Jobs Haymarket Teacherjobsnearme](#)
18. [Channel Account Manager - Sydney WorkfromhomeJobs Haymarket WorkfromhomeJobs](#)
19. [Channel account manager - sydney Jobs Haymarket](#)
20. [AMP Version of Channel account manager - sydney](#)
21. [Channel account manager - sydney Haymarket Jobs](#)
22. [Channel account manager - sydney JobsHaymarket](#)
23. [Channel account manager - sydney Job Search](#)
24. [Channel account manager - sydney Search](#)
25. [Channel account manager - sydney Find Jobs](#)

2046-15709/

Generated on: 2024-04-28 by [Expertini.Com](https://www.expertini.com)