

Major Accounts Manager - Melbourne

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Company: Fortinet

Location: Melbourne

Category: other-general

Location: Australia (Melbourne)

Role Overview:

This is an exciting multifaceted role. In this role, you will manage and drive direct sales and marketing engagements into a broad set of telco/service provider accounts. Your focus will be two-fold, create and implement strategic account plans focused on:

Attaining enterprise-wide deployments of Fortinet products and services with all areas of the named accounts (i.e. sell to)

Develop business cases to productise on Fortinet solutions, build and execute on joint go to market strategy to drive Fortinet revenue through strategic channel partners (i.e. sell with)

Although this is a predominantly hunter role, the strategic intent is for you to build out a portfolio of long term strategic accounts for SELL TO and SELL WITH.

Responsibilities:

Critical elements of the role will include (in order of importance):

Development, articulate and execute on a strategic plan to both short and long term pipeline: Develop and communicate strategic narrative on how to approach the telco/service provider markets. Working with your local team comprising of engineering, channel, training, marketing, project management, thought leadership and insides sales teams and others where necessary. Understand the difference between SELL TO and SELL WITH and be able to task switch between the two. Also be able to operate on both short/medium tactical opportunities and longer term strategic opportunities Understand and develop a narrative

around leveraging SELL TO and SELL THROUGH and vice versa.

Strategic executive relationships The ability to develop executive relationships and have strategic conversations concerning how the telco landscape can be monetized, both within the telco core network as well as through its partner channel and ecosystem.

Business case development Build internal business case for investment of resources into those names accounts by developing and communicating value proposition to multiple stakeholders at different levels of the organisation (both within the customer accounts and internal).

Industry knowledge- Strong understanding of telco core platforms and its enterprise platforms, telco industry knowledge including 5G, Cloud, Edge Cloud, IoT, and other technologies being adopted by telcos and service providers.

Complex deal experience Experience in driving complex deals including solution design, negotiating legal T&Cs, and developing innovative commercial models.

Complex solution development The ability to work with internal technical stakeholders and partners in order to articulate solutions to customers with a clear ROI.

Requirements:

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

Proven ability to articulate clear value proposition and competitive differentiation to your customers and partners.

Experience in closing large deals and ability to demonstrate developing and executing on strategy.

Excellent presentation skills to executives & individual contributors.

Excellent written and verbal communication skills.

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

Minimum 8 years sales experience selling in selling to large organisations.

Minimum 3 years selling enterprise network security products and services.

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

Competitive, Self-starter, Hunter-type mentality.

BS or equivalent experience, graduate degree preferred.

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