

Inside Channel Account Representative

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Company: Fortinet

Location: Poland

Category: other-general

Inside Channel Account Manager - Cloud

Fortinet secures the largest enterprises, service providers and government organizations around the world. Fortinet empowers its customers with intelligent, seamless protection across the expanding attack surface and the power to take on ever-increasing performance requirements of the borderless network - today and into the future. Only the Fortinet Security Fabric architecture can deliver security without compromise to address the most critical security challenges, whether in networked, application, cloud or mobile environments.

The Role

We are seeking upbeat, focused and well-organized individuals, to expand our successful Inside Channel Sales Team. Achieving our future goals and remaining a leader in our field, requires exceptional individuals who can share and understand our passion for success.

By working with a team of External Account Managers, on either a defined Territory or a defined channel account list, you will work as part of the "Channel Account team" to effectively engage the market to increase Cloud revenues and margin within your region/accounts. This will be achieved by identifying incremental revenues within new customer opportunities, maintaining and increasing revenues within existing accounts and renewals.

The role of the Cloud Inside Channel Account Manager is 100% office based.

In return, the right candidates will benefit from an exceptional sales package and fantastic career progression within Fortinet.

Key Responsibilities

Develop Cloud channel partner relationships in order to drive loyalty and incremental business.

Identify and recruit born-in-the-cloud partners, working with Cloud Business Development Managers (BDMs)

Develop and qualify new Cloud lead opportunities to drive increased revenue opportunity in specific target vertical markets

Generating prospective customers through “warm and cold calling” and lead qualification from hyperscaler disbursement reports, marketing leads, telemarketing services, and web

Build relationships with specific channel partners who are relevant to your accounts and opportunities.

Accurate management of all leads, opportunities and associated data via the CRM tool – Salesforce.com (SFDC), and update all activity within SFDC.

Develop, learn and communicate specific sales propositions to end user customers.

Attainment of all set targets and achievement of KPI's.

Keep up-to-date knowledge of the industry, as well as the competitive posture of the company

Joint strategic and tactical planning with your Account Manager.

Provide all other tasks associated with account management – arrangement of evaluations, licenses, renewals and quotations to name a few.

Manage the end to end sales cycle on all smaller opportunities, including the management of “renewals”.

Take ownership of specific marketing campaigns which are being run for your region/accounts, utilizing the Telemarketing Team for initial calling. Be able to feedback the success to the broader sales and marketing team.

Required Skills and Experience

A proven sales track record within an inside sales role ideally within the IT Industry –

security, networking or hardware

Good understanding of Cloud Hyperscaler environments and marketplaces (AWS, Microsoft Azure, GCP, OCI..)

SFDC/Salesforce.com knowledge advantageous

Experience in B2B sales

Must be motivated, a self-starter, and be able to deal with ambiguity.

Hunter-type mentality

Excellent communications capabilities

Goal orientated with the ability to exceed targets and KPI's

Self-confident with the ability to work in a fast-pace environment

Able to work independently as well as part of a team

#LI-MD1

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