



## **Small Medium Business Manager - Fortinet**

### **Job Description**

The Small Medium Business Manager is to plan and spearhead in depth business strategy to build the portfolio of Fortinet business.

### **Role & Responsibilities**

- Work closely with Fortinet Business Unit Manager and BDM's within Exclusive Networks to achieve targets and KPIs that are set quarterly
- To work closely with Authorised and Silver Fortinet partner to drive revenue growth and build business plans
- Ensure you have a call down list and call all partners every quarter
- Ensure Fortinet Partners are kept up to date on products and Fortinet Messaging
- Encourage Fortinet partners to complete technical and sales training
- Work with a limited number of Authorised partners to push up to Silver status
- Work with a limited number of Silver partners to push to Gold status
- Work closely with Fortinet representatives on deals greater than 15k value with in your partners
- To recruit new Fortinet partners nationally
- To keep up to date with Fortinet roadmap, technology and product portfolio
- Assist the Fortinet team within Exclusive to meet overall revenue targets
- To liaise effectively with other areas of Exclusive Networks to ensure maximum sales efficiency
- To use and maintain company systems and processes and to provide timely information on a regular and ad-hoc basis
- In addition to these function employees are required to carry out such other duties as may reasonably be required
- Carry out quarterly planning sessions– deciding on targeted accounts, meetings and vendor introductions as well as any planning around possible marketing activities and campaigns.
- Liaise and meet with key vendor personnel on a monthly basis
- To perform other duties as may be required



### **Relevant Experience**

- 3 to 5 years of proven years of Sales/Business Development experience
- Good foresight of the business and possess sharp business insights
- Entrepreneurial - willing to go the extra mile, strong work ethic, resourceful, “get it done” attitude.
- Strong resilience and excel in fast-paced environment
- Team player who is able to thrive in an environment involving multiple business units
- A high level of business acumen and experience working with mid to senior level engagement with customers, partners and vendors
- Ability to present in customer/partner events