

Channel Account Manager - Israel

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Company: Fortinet

Location: Israel

Category: other-general

Channel Account Manager - Israel

Location: Herzliya, Israel

The Channel Account Manager will build and promote Fortinet's position as the worldwide leader in Cybersecurity, specifically through our SMB partners in Israel.

Our Team

The Fortinet Channel sales team is a group of highly driven and tenacious professionals, with an entrepreneurial spirit and a hunger for winning. From our offices in Herzliya and/or working remotely, their mission is to drive new business opportunities via our strategic partners.

As a Channel Account Manager, you will be a key contributor to the revenue growth of the region, and the company growth targets. You will be accountable for managing reseller partnerships within the guidelines of Fortinet's channel programs, spearheading new business development and successfully developing alliances with key solution provider accounts.

At Fortinet you will

Manage key Fortinet partners and end users in the region.

Build revenue and non-revenue business plans with these partners.

Motivate, educate and train the partners in Fortinet products and technologies.

Build marketing plans to drive incremental sales pipeline and revenues with development funds.

Act as a channel strategist to regional sales managers within region.

Collaborate with Fortinet marketing and engineering teams to drive revenue growth within region.

Provide geographic channel coverage for the region.

Carry quarterly and annual revenue targets.

Apply if you

Have a proven background in Channel sales and territory management in networking or security sectors.

Have experience of building successful business and marketing plans with partners, specifically focused towards the Enterprise market.

Are experienced in delivering sales trainings, and experience in working in a fast pace environment with revenue responsibilities.

Possess excellent presentation skills to executives & individual contributors.

Thrive in a fast-paced, ever-changing environment.

Are a competitive, self-starter, Hunter-type mentality.

What you can expect from us

Excellent training and development opportunities, providing you with all the tools you need to be successful.

An open working environment, sharing knowledge and information collaboratively and transparently, with respect to everyone's thoughts and opinions.

The opportunity to be part of an innovative, collaborative and winning team.

A market competitive salary package, including stock awards, and opportunity to over-achieve.

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