

Product Manager: Fortinet

THE OPPORTUNITY	
Key Skills	<ul style="list-style-type: none"> • Develop and manage a strategy within our Fortinet (Security Fabric) product stack • Achieve the objectives set by both the vendor and the company • Build relationships with Product Partners, drive product adoption within the partner space and grow market share to ensure that the revenue goals are achieved • Recruit and Manage partners and their sales teams to grow vendor revenue • Build business plans with managed partners • Identify new markets and key accounts • Design partner enablement plans • Develop and manage a business strategy • Market products and manage the sales process • Understand and implement vendor strategy and policies • Be responsible for all reporting to your Vendor and provide accurate sales forecasts • Monitor gross profit from daily sales & contribution reports • Manage output of branches • Handle all channel related issues • Manage an internal team to achieve your business goals
Experience	<ul style="list-style-type: none"> • 3-5 years networks security experience in the IT industry on product portfolios ranging from End point to datacenter. • 3-5 years' experience in Distribution or SI dealing in all verticals • 3-5 years channel or sales experience • Have a good understanding of the Cyber Security Market and partner channel within SADC, IOI and South-Africa
Education	<ul style="list-style-type: none"> • Grade 12/Matric Certificate • Relevant Degree / Diploma • MS Office Suite (intermediate – essential) • Security vendors certifications
<p><u>HOW TO APPLY</u></p> <p>All applications must be forwarded to careers@nu.co.za When applying for the abovementioned position please use the vacancy # in the footer of this document as your reference in the subject line.</p> <p>Note to ALL applicants: Should you not receive a response from us, your application will automatically be stored in our database and we will contact you if a vacancy matching your skills becomes available.</p>	