

# Colombia Jobs Expertini®

## Major Acct Manager

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Company: Fortinet

Location: Bogotá

Category: other-general

### Skills & Qualifications

Proven ability to **sell solutions** to Enterprise Accounts.

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

Experience in closing large deals in Bogota, Colombia.

Sales experience selling to Major Accounts

Selling enterprise **network security** products and services.

Experience in managed tools such as Sales Force

Experience developing and working with Business Partners (optional)

### Job Duties and responsibilities

Generating enterprise business opportunities and managing the sales process through to closure of the sale.

Achievement of agreed **quarterly sales goals**

Generate a **sales pipeline** qualifying opportunities, and accurately forecast pipeline.

Responsible for **sales reports**

Management of the relationship with the different areas of the strategic enterprise accounts

Generate **Account Planning** with key Fortinet Partners.

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

Partner with Fortinet marketing, Channel and engineering teams to drive revenue growth within region.

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