

Consulting Systems Engineer - FortiMail

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Company: Fortinet

Location: Belgium

Category: computer-and-mathematical

Objective:

As a member of the International Sales Department, you will work closely with the Sales Team to position our Email Security solutions, drive field Systems Engineers in their projects and report product evolution requests to Product Management.

Job responsibilities:

Member of the Consulting Systems Engineering (CSE) team which covers INTL region (EMEA and APAC)

Second level of pre-sales support assisting the field SE organization with:

RFPs/RFIs: design, solution specification, product information

Supporting key projects to ensure Fortinet success

Leading technical discussions, articulating the technology and demonstrating differentiated value

Conducting compelling solution presentation, demonstrations and POCs

Providing hands on technical assistance

Responsible for building technical material to support sales activities (slideware, solution brief, white papers, success stories, technical notes, TOI, etc.) and design workshops

Effectively disseminate product knowledge to the Sales Team and Channel

Point of contact for the Product Management team: responsible to report and consolidate customer needs across INTL, validate business case, write and prioritize feature requests

Report project activities, analyze project trends and provide market vision

Participate in the development of commercial strategies

Travel as required in INTL region

Required Skills:

Business/ Personal

Excellent interpersonal, verbal and written communications, analytic and presentation skills

Ability to effectively articulate complex technical ideas to non-technical audiences

Strong problem solving & troubleshooting skills

Self-motivation and a drive to succeed

Collaboration and team working

Ability to evaluate end-user business requirements, translate them into technical specifications, develop and implement the appropriate technical solution

Ability to manage multiple tasks and opportunities, generate product demand at scale and be self-motivated

Technical

Expert in email related protocols and standards (SMTP, LDAP, DANE...)

Solid understanding of email security policies, email routing, DLP, archiving

Extensive hands-on experience with email system configuration, security and troubleshooting

Experience of Secure Email Gateway deployment for large enterprise (both cloud and on premises)

Good experience with Microsoft 365 Exchange Online and Exchange Server

Familiar with cloud technologies such as GCP, AWS, Azure

Good knowledge of Threat Intelligence, Cloud Security, Network Security, Identity and Access Management

Required Experience

Extensive experience in a pre-sales or customer facing IT consultancy role

Experience of presenting to large groups

Experience of working in a distributed team

Experience with any major SEG vendor is a plus

Technical skills:

Linux administration

Scripting

REST API

Education:

Bachelor's degree preferably in Computer Science or Information Systems. Will consider related field (or equivalent) experience.

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Cross References and Citations:

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