



Business Development Representative (Fluent German Speaking)

Location: Frankfurt/Munich, Germany

Experience: 0-3 Years

About us:

Fortinet's mission is to deliver the most innovative, highest-performing network security fabric to secure and simplify IT infrastructures. We are a leading global provider of Network Security Solutions for carriers, datacenters, enterprises, and distributed offices. We have proven to be a truly innovative technology driven network Security Company with over 619 registered Global Patents.

We are looking for a talented, driven, and self-motivated individual to join us as Business Development Representative. Fortinet is welcoming placement students or recent college graduates and are ready to thrive in a fast paced environment. ! As an Entry-level Business Development Representative, you will have the opportunity to learn about the industry, and set the foundation for career advancement.

Responsibilities:

- Learn and demonstrate a fundamental understanding of Fortinet's technology in order to articulate our value proposition to decision-makers, as well as being able to successfully manage and overcome objections.
- Research customers, identify decision makers, educate prospects and qualify buying interest and sense of urgency.
- Prospecting into multiple organizations via calling, networking and e-mail, with the help of cutting edge digital platforms for intent based leads such as Bombora and 6Sense, and contact discovery using Linked-In Sales Navigator, Discover.org, and other digital tools and Internet sources, to build and maintain a high quality lead pipeline.
- Schedule well qualified appointments with key decision makers within targeted companies.
- Meet and exceed daily and weekly call goals, as well as deliver a high quantity of well qualified sales opportunities.
- Maintain accurate activity, contact, and account information of all customers and prospects in our CRM (Salesforce).
- Work closely with Sales, Marketing and other Fortinet business functions in the development of strategic sales approaches.

Skills requirements:

- Self-starter with positive and energetic phone skills, excellent listening skills, strong writing and presentation skills
- Excellent organization skills, attention to detail, customer focus, and highly data-driven are musts
- Basic knowledge in IT or cybersecurity

- Ability to work in a high-energy sales team environment; phenomenal and collaborative teammate
- Ability to prioritize and manage multiple responsibilities

What you can expect from us:

- On the job and more formal online training and development opportunities, with the possibility to get the industry recognized certifications.
- Opportunity to be part of an innovative, collaborative and winning team.
- Competitive salary and incentive compensation package, including base salary and uncapped commission, stock awards, health and welfare benefits.

Apply now if you want to grow your career with a leading global cybersecurity company with 19 successive years of double digit growth!!!

To apply, send your CV to pchopra@fortinet.com

Or apply on LinkedIn

<https://www.linkedin.com/jobs/view/2849861762>