

Enterprise Architect - Global System Integrators (GSIs) - Germany

We are looking for an experienced Enterprise Architect with strong MSSP / GSI background to work closely with our channel team on Global Systems Integrators in Germany. The main mission of the Enterprise Architect will be to connect to the solution architects of our GSI partners to make sure they understand the Fortinet vision and solution offering. You will work in an overlay team to support several sales/pre-sales teams during large PoC's and RfI/RfP's.

Responsibilities:

- Pre-sales - assist in qualifying sales leads from a technical point of view
- Demonstrate the Fortinet portfolio during pre-sales calls
- Second level of pre-sales support assisting the Sales/Presales organization in Germany:
 - - in responding to RFPs/RFIs: design, solution specification, product information
 - in supporting key projects to ensure Fortinet success
 - in leading technical discussions, articulating the technology and demonstrating differentiated value
 - in conducting compelling solution presentation, demonstrations and POCs
 - Being responsible to build technical material to support sales activities and design workshops
 - Effectively spread product/technology knowledge to Global Systems Integrator partners
 - On-site meetings with customers and partners within Germany
 - Online calls and meetings with customers and partners within Germany
 - Being able to self-start and understand the addressable market for your designated technologies
 - Travel 2-3 days in average per week within Germany

Required Skills:

- 8+ years experience in LAN/WAN/Internet consulting, support and/or administration.
- 8+ years experience with network security products.
- 5+ years Experience working as an IT security consultant or architect, preferable at a MSSP/GSI
- Very good knowledge of the following technologies/designs/architectures
 - L2-L4 networks (dynamic routing, switching, network architectures)
 - Datacenter architectures (ACI, NSX-T, Leaf-Spine)
 - Network Security (IPS, IPSEC/Encryption, ATP, Authentication, etc.)
 - Security Architectures (Zero Trust, ZTNA, SASE, etc.)
 - Cloud IaaS architectures in Azure, AWS or Google

Soft Skills

- Excellent presentation, communication and technical documentation skills.
- Experience in public speaking
- Excellent troubleshooting skills with a systematic approach to problem solving.
- Proven ability to work independently and lead a team in a collaborative environment.
- Ability to elicit cooperation from a wide variety of sources, including senior management, clients, and other departments.
- Ability to adapt seamlessly to shifting priorities, demands and timelines.
- Positive customer service attitude with excellent soft skills.
- Ability to bring projects to successful completion through political sensitivity.
- Strong commitment, self-driven with good team leadership skills.
- A self-motivated, independent thinker

Education:

- Bachelor's degree in technical discipline and/or equivalent work-related experience in network/security/cloud industry with 8+ years of experience
- Significant industry certifications (SANS, CISSP, CCIE, etc.) preferred