

## Vendor Business Manager (Fortinet)

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Company: TD SYNEX

Location: Mexico City

Category: arts-design-entertainment-sports-and-media

### About the Role

Focuses on building and maintaining business relationships of assigned TD SYNEX vendors to achieve the best financial performance, in this case with FORTINET.

### What You'll Do

Manages the vendor business plan and implementation process throughout the TD SYNEX organization leveraging vendor strengths and resources on behalf of the vendor.

Communicates supplier strategies and benefits to the TD SYNEX organizations.

Responsible for incremental funding proposals at the vendor level.

Aligns goals and objectives of vendor with TD SYNEX to ensure mutual, positive results.

Determines, monitors and recommends plans for the vendor (Fortinet), TD SYNEX business relationship on a tactical and strategic level.

Implements business development strategy to increase market share.

Supports cross functional communication with TD SYNEX's product groups in price negotiations and market knowledge.

Act as subject matter expert (SME) for assigned vendor's technology and programs.

Manages activities and programs that will drive the vendor's pro- forma performance in an effort to achieve TD SYNEX's financial goals.

Performs analysis and reports of various program impact for the vendor.

Manages forecasting pipeline requirements and rebate projections.

### **What We're Looking For**

#### **EDUCATION and/or EXPERIENCE:**

One (1) to three (3) years' experience related experience.

Bachelor's degree or equivalent experience from which comparable knowledge and job skills can be obtained.

Commercial experience with Fortinet technology.

**Understanding and comprehension of security solutions and services, preferably related to Fortinet.**

#### **JOB LEVEL SPECIFICATIONS:**

Competent in all job functions and has general understanding of the industry practices, techniques and standards.

Develops solutions to a variety of problems and works on projects requiring evaluation and analysis. May refer to policies, practices and precedents for guidance but determines best course of action to achieve results.

Work is performed independently requiring judgment and discretion.

May receive some limited guidance for new assignments. Work may be reviewed for overall adequacy.

Interacts with management and professionals within department and other parts of the organization. May represent department externally on projects or with clients.

### **What's In It For You?**

**Elective Benefits:** Our programs are tailored to your country to best accommodate your lifestyle.

**Grow Your Career:** Accelerate your path to success (and keep up with the future) with formal programs on leadership and professional development, and many more on-demand courses.

**Elevate Your Personal Well-Being** Boost your financial, physical, and mental well-being through seminars, events, and our global Life Empowerment Assistance Program.

**Diversity, Equity & Inclusion** It's not just a phrase to us; valuing every voice is how we succeed. Join us in celebrating our global diversity through inclusive education, meaningful peer-to-peer conversations, and equitable growth and development opportunities.

**Make the Most of our Global Organization** Network with other new co-workers within your first 30 days through our onboarding program.

**Connect with Your Community** Participate in internal, peer-led inclusive communities and activities, including business resource groups, local volunteering events, and more environmental and social initiatives.

**Don't meet every single requirement? Apply anyway.**

At TD SYNEX, we're proud to be recognized as a great place to work and a leader in the promotion and practice of diversity, equity and inclusion. If you're excited about working for our company and believe you're a good fit for this role, we encourage you to apply. You may be exactly the person we're looking for!

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