



**FUJITSU HONG KONG LIMITED**  
**JOB DESCRIPTION**

Position: Security Solutions Consultant / Architect

Division / Department: MIS

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Job Description:

- As a subject matter expert in security domain within the Fujitsu Pre-sales architecting team.
- Work with the Sales Team to pursue IT security related opportunities.
- Qualify and develop significant sized deals related to security and developing new business strategies.
- Gather user requirements and conduct Proof of Concepts (PoC) with different vendors for potential cases.
- Work on proposals, RFIs and RFPs responses.
- Provide guidance and advices to internal delivery teammates on security projects design best practices.
- Work with Managed Service teammates in Managed Security Services (MSS) and SOC cases.
- Be part of the community of security taskforce and contribute to the knowledge base.
- Contribute and grow the cyber security business of Fujitsu Hong Kong.

Job Requirement:

- Degree holder in Information Technology, Computer Science or related disciplines.
- 10 years' experience in IT industry with minimum 5 years' experience in IT security consultant/architect positions.
- Proven track records of consultative selling and solution design; competency and business acumen to assess and qualify opportunities.
- Deep understanding of different kinds of security products constitute to the security framework (Identify, Protect, Detect, Respond and Recover).
- Good understanding of IT Governances and Risk Control and Managements.
- Familiarize with various security standards (e.g. ISO27001 & PCI DSS).
- Security Certificates in CISM, CISA, and CISSP will be an advantage.
- Knowledge of cloud and data center and networking technologies, competitive security offerings in the marketplace and the landscape of different cloud solution providers (e.g. AWS and Azure).
- Possess a can-do attitude, mature and can work independently.
- Good attitude and able to work as a team with different departments within Fujitsu Hong Kong.
- Result-oriented and customer focus with excellent negotiation and presentation skills.
- Excellent written and verbal communication skills. Fluency in English, Mandarin and Cantonese.

Attractive remuneration package will be offered to the right candidate. Please send full resume with expected salary to [hr@hk.fujitsu.com](mailto:hr@hk.fujitsu.com) or WhatsApp 6899 5510. Only shortlisted candidates will be contacted. All information provided will be treated in strict confidence and used only for recruitment purposes.