



# Fire Jumper (SE, AM & FE)



The **Fire Jumper program** was created to develop pre-Sales **Security Engineers (SE's)** to lead customer engagements from sizing, scoping, and design through demos and proof-of-value within four competency areas; *Network security; Access & Endpoint, Cloud security and Visibility & Segmentation*. The **Fire Jumper Academy** was introduced to include **Sales AM/Representatives (AM's)** to help lead customer opportunities and develop **Field Engineer's (FE's)** ability to deploy Cisco Security Solutions.

## Competencies:

### Network Security:

- Secure Firewall
- Secure Firewall Mgmt.
  - Threat Defense Mgr.
  - Defense Orchestrator
- Meraki MX

### Access & Endpoint:

- Secure Endpoint
- Secure Malware Analytics
- Secure Email
- Secure Mobility Client

### Cloud Security:

- Umbrella
- Cloudlock
- Secure Web Appliance

### Visibility & Segmentation:

- Identity Services Engine
- Secure Network Analytics
- Secure Cloud Analytics
- Secure Workload
- Secure Access by Duo

## Stages:

### Sales Engineer (SE):

#### Stage 1:

**Essentials Learning Map (VOD's and COLT):**  
Complete the Cisco On-Line Test (COLT) to show an understanding of Cisco Security architecture.

#### Stage 2:

**Competency Learning Map (VOD's and COLT):**  
Upon completion of Stage 2, you will be able to demonstrate knowledge of products in each competency including: How to message, position, demo and order.

#### Stage 3:

**Architecture Messaging (Live Demo/s):**  
Complete a SAFE pitch and product demo(s) for the required products within competency to attain Stage 3.

#### Stage 4:

**Proof of Value (POV) Lab(s):**  
Provide Proof of Performance (PoP) and/or reports from the POV labs required for stage-4.

#### Fire Jumper:

Upon completion of stage-4 for any competency, you can work with your Cisco TSA & have them submit your Fire Jumper nomination. Fire Jumpers agree to:

- Attend regular training and engage with Security Community.
- Serves as Competency lead for partner to support escalations and sales.

### Sales Representative (AM):

#### Stage 1:

**Essentials (VOD's and COLT):**  
This training covers "Essentials" for all competency areas.

#### Stage 2:

**Competency Learning Map (VOD's and COLT):**  
This is a deeper dive into each of the competency areas.

#### Stage 3:

**Frameworks & Business Outcomes (1-day class):**  
Become a trusted security advisor to your customer.

#### Stage 4:

**Cisco SAFE Workshop (1-day class):**  
Learn requirements necessary for conducting a SAFE Workshop.

### Field Engineer (FE):

#### Stage 1:

**Register** - Complete form to register for FE Stage-1.

#### Stage 2:

**Design, Deployment, Config & Tuning (VOD's and COLT):**  
This is a deeper dive into each of the competency areas.

#### Stage 3:

**Deep Dive, Live class w/Lab:**  
Complete Challenge Exercises at FE training session.

#### Stage 4:

**Specialist**  
Pass FE Certification exam or active CCNP/CCIE-Security.

## Structure & Benefits: (SE Fire Jumpers only)

### Structure:

- Limit of one Fire Jumper competency certification per SE
- No Limit of number of Fire Jumpers per partner per competency.

### Benefits:

- Fulfillment of [Master Security](#) Specialization pre-requisite
- Priority invitation to Cisco Security SEVT
- Recognition through badges & Certifications
- Access to beta software
- Invitation to Fire Jumper Monthly Calls
- Pre-Sales TAC support for POV, customer facing engagements
- **Elite:** *Fire Jumper Elite* designation represents the upper echelon of the Fire Jumper qualification for Cybersecurity Systems Engineers. See link below for qualifications and Perks.
- **FJ vs Black Belt:** Fire Jumper provides the security content for the BB program. The primary difference is Stage alignment and the additional benefits included in the Black Belt program, including the Shogun rewards program. *See link below.*

## Related Links:

- [Fire Jumper Academy \(main page\)](#)
  - [Fire Jumper Academy – SE](#)
  - [Fire Jumper Academy – AM](#)
  - [Fire Jumper Academy – FE](#)
- Fire Jumper Security - *SecureX Mission*
  - [Stage 1](#) – Learn the capabilities of SecureX (VOD's + COLT)
  - [Stage 2](#) – SecureX architecture, integrations & API's (VOD's + COLT)
  - [Stage 3](#) – Hands-on with Orchestration (VOD's + COLT)
- [Fire Jumper Elite](#)
- [Fire Jumper Discussion \(restricted\)](#)
- [Fire Jumper Validation Request Form](#)
- [Fire Jumper Base Tour \(tour schedules and recordings\)](#)
- [Fire Jumper Status Request form](#)
- [Fire Jumper TAC Support](#)
- [Partner Security Community](#)
- [Fire Jumper Recertification Process](#)
- [Black Belt Framework for Engineers FAQ](#)