



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 / SIG
- Cloudlock
- Secure Web App

Visibility & Segmentation:

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

Sales Engineer (SE) Stages:

Stage 1: Essentials Learning Map (VOD's and COLT):

Complete the Cisco On-Line Test (COLT) 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 & POV Lab): *(Combined old Stages 3 & 4)*

- Complete a SAFE pitch and product demo(s) for the required products within competency.
- Provide Proof of Performance (PoP) and/or reports from the POV labs required.

Fire Jumper:

Upon completion of stage-3 validations, a Cisco Channel TSA shall complete the required validation form. Fire Jumper Certificates are valid for two years from the date of issue.

Fire Jumper Elite: *(optional)*

Partner Fire Jumpers that have also completed stage-3 in the other 3 competencies can apply for Elite status upon submission of required [qualifications](#).

Sales Representative (AM) Stages:

Stage 1: Essentials (VOD's and COLT):

This training covers "Essentials" for all competencies.

Stage 2: Competency Learning (VOD's and COLT):

Deeper dive into each of the competencies.

Stage 3: Frameworks & Business (Workshop):

Become a trusted security advisor to your customer. Learn requirements for conducting a SAFE Workshop.

Field Engineer (FE) Stages:

[Stage 1](#): Register

[Stage 2](#): Learning Map / COLT

[Stage 3](#): Challenge Exercise

[Stage 4](#): Specialist *(optional)*

Structure & Benefits: *(SE Fire Jumpers)*

Structure:

- No more limit on Fire Jumper competency certifications 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 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.

- Black Belt stage-1 = Fire Jumper stage-1
- Black Belt stage-2 = Fire Jumper stages 2 & 3

Resources:

- [Fire Jumper Academy](#) *(main page)*
 - [Security Engineer](#) | [Sales Representative](#) | [Field Engineer](#)
- [Fire Jumper Elite Qualifications](#)
- [Fire Jumper Discussion](#) *(restricted)*
- [Stage-3 Validation Request](#)
- [Fire Jumper Base Tours](#)
- [Fire Jumper Status Request](#)
- [Fire Jumper TAC Support](#)
- [Partner Security Community](#)
- [Fire Jumper Recertification](#)
- [Black Belt Academy](#)