

SAM Senior Specialist

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Company: SAP (Al Khobar)

Location: Saudi Arabia

Category: business-and-financial-operations

Job Summary

- Responsible for one or more strategic customers
- Be a Trusted Adviser and Talk Business
- Deal with LOB, Executive Level
- Establish powerful long term relationships
- Orchestrate and be integral to the Virtual Account Team
- Sell / Organize sales of the complete portfolio
- To Achieve Our Vision (Innovation)
- P/L responsibility for all consulting projects in the relevant customer
- Sponsor of projects
- Effective management of the relevant partners

Work Experience

Functional Experience

- 5-9 year experience in sales activities including generation and management of opportunities and bids, deal closure and client relationship management
- Treating customers and colleagues with respect, fairness and consideration
- Ethics
- Setting Personal Objectives
- Self-Awareness (knowing yourself your strengths & your weaknesses)
- Drive -The approach that brings intensity, pace, sharpness to the working life. The mindset to keep active & makes things happen.

Managerial Experience

- None, solid experience in leading virtual teams

Requirements

Education and qualification / skills and competencies:

- Fluent English
- Bachelor or Master s Degree

Core Competencies

- Business Acumen
- Customer Focus
- Innovative Thinking

Employee Competencies

- Challenge Complexity
- Change Agility
- Communication
- Results-Driven
- Intercultural Sensitivity
- IT Principles & Data Security
- Partner & Third Party Engagement
- Quality Focus
- Self-Development
- Teamwork & Collaboration
- Leadership Competencies
- Build Trust
- Services Sales
- Account Planning Effectiveness
- Align SAP Services offer to customer requirements
- Broadening Customer Contact Base
- Collaborative Account Planning
- Collaboration during sales process
- Cross Selling
- Customer Insight
- Customer Review Meeting
- Customer Situation Knowledge

- External References
- Go To Market Sales Plan
- Innovative Services Delivery Models
- Manage Global Customers
- Manage Decision Process of Buying Centers
- Managing SAP Cost of Sale
- Marketing Campaigns
- Motivating the team
- New Business Generation
- Objection Handling
- Organizing Demo Resources
- Partner Relations
- Position SAP Services
- Price Handling
- Proof Points
- Providing usable Market Requirements
- Qualifying
- Relationship Selling
- Resource Engagement in Sales Cycle
- Responding to Requests for Proposal
- Sales Process & Policies Knowledge
- Sales Strategy
- SAP Services Portfolio Knowledge
- Services Sales Methodology
- Special Events
- Strategic Partnering
- Up Selling
- Value Proposition
- White Space Analysis
- Win Win

Sales

- Business Process Comprehension
- Financial Acumen

- Presales Skills
- Sales Industry Knowledge
- Account Strategy
- Executive Alignment

Competitive Knowledge

- Knowledge of Market & Competitors
- Knowledge of partners

Team Leadership Skills

- Team Lead Capabilities

Organization Effectiveness

- Ability to take Accountability & responsibility
- Adaptability
- Build Rapport
- Building Credibility
- Conflict Management
- Consensus Building
- Critical Problem Solving
- Gather & Apply information
- Influencing
- Intercultural Competence
- Negotiation Skills
- Networking
- Preparation for Customer Meetings
- Presentation skills
- Relationship & Trust Building
- Time Management

Desired Candidate Profile

Education:

Bachelor of Science(Computers)

Gender:

nm

Nationality:

Any Nationality

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