

SAP Ariba Presales Senior Specialist

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Company: SAP (Riyadh)

Location: Riyadh

Category: business-and-financial-operations

Job Summary

SAP Ariba Sourcing and Procurement software makes procurement awesome and accelerates and automates businesses procurement processes, proactively ensuring compliance, and cutting costs with our procurement applications for businesses large and small. Through its industry-leading business network and cloud applications, SAP Ariba is fuelling a whole new way of doing business. One that is more connected and collaborative than ever before.

The SAP Ariba Presales Senior Specialist possesses advanced/expert level knowledge of Procurement software solutions, and participates in sales cycles across the MENA North region as well as MENA South as a member of the account team in support of the sales account strategy. The selected candidate will be part of the MENA presales team and will be based in SAP's office in KSA. The successful candidate will have a firm grasp of SAP Ariba cloud solutions.

The role involves interacting with prospective customers through executive meetings, discovery conversations, solution demonstrations, compelling executive presentations and follow-up discussions. The emphasis of the role is to provide value to prospects and customers through the SAP Ariba solutions, thus supporting the sales cycle. The role incorporates leading teams of presales specialists on larger sales cycles. In addition to deal support, a Presales Senior collaborates with sales to plan account strategies.

Expectations & Tasks

Deal Support

- Compose and deliver sales presentations covering SAP Ariba to prospective customer audiences. The presentations must articulate the sales message, differentiate SAP Ariba, and leave a strong and positive impression to audiences which can include senior company executives.
- Prepare and deliver software demonstrations in support of sales cycles. Preparation includes personalization of demos to meet the needs of prospective customers and personalization of demos to ensure delivery of a simple, appealing and compelling presentation
- In advance of a demonstration or key presentation, conduct discovery sessions with representatives from the prospective customer to identify and understand key pain points which will determine the value drivers and solution enablers for the presentation.
- Reinforce the business value of SAP Ariba through creation of compelling presentations, demonstrations and participation in value engineering engagements.
- Stay up to date with the latest SAP Ariba solutions apps and network as well as industry trends. Maintain a close understanding and appreciation of competitive solutions.
- Lead teams of presales specialists on larger sales cycles.
- Demonstrate advanced knowledge of SAP Ariba and appropriate industries in order to maintain credibility with prospective customers. Provide proof points with relevant customer stories.
- Complete sections of SAP Ariba responses to RFIs and RFPs.
- Post-sale, communicate the business requirements to the project/implementation team to ensure a smooth transition.
- Support for opportunities in MENA North as well as MENA South
- Participate in the Procurement Solution Hub and contribute to EMEA opportunities when needed.

Demand Generation

- Collaborate with sales teams to participate in various one-to-many lead generating activities.
- Participate in marketing events such as SAPPHIRE, SAP Ariba Live, SAP Insider, and conferences for specific industries or solution areas.
- Support other marketing activities, including presenting at events for the solution, developing reference customers, competitive positioning and analysis
- Be proactive in identifying and supporting marketing opportunities such as local user groups to

help develop customer references

- Develop and execute business development initiatives working with partners where appropriate including working with partners
- Collaborate with the sales team to identify whitespace opportunities at accounts

Sales Readiness

- Collaborate with sales teams to plan account strategies through participation in informal and formal account reviews.
- Develop close relationships with SAP Ariba sales team and the wider sales teams in order to promote effective sales methodologies and the introduction of new products.
- Participate in demo system design and planning and assist in configuration if needed.
- Participate in new product release input, testing and training of peers.
- Serve as a champion of SAP Ariba and provide knowledge transfer to colleagues as needed.
- Share in-depth knowledge and experience with direct team to enable decision-making and provide innovative solutions to complex business issues

Requirements

- Education & Qualification / Skills & Competencies
- Bachelor degree equivalent minimum requirement

Work Experience

- Presales experience
- Solution specialist or equivalent customer facing experience in areas appropriate to the job
- Demonstrates 5-7 successful engagements leading small teams on small to mid- sized deals
- Expert knowledge/expertise on end to end processes/solution matching
- Experience in sales and sales processes
- Excellent presentation and communication skills and fluency in written and spoken English and preferably Arabic
- Eligible to live and work in KSA.

Desired Candidate Profile

Education:

Bachelor of Business Administration(Management)

Gender:

nm

Nationality:

Any Nationality

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