

United States Jobs Expertini®

Director, Business Development, SAP

[Apply Now](#)

Company: KPMG-UnitedStates

Location: Tampa

Category: other-general

Business Title: Director, Business Development, SAP **Requisition Number:** 09916 -

Function: Advisory

Area of Interest: State: TX

City: Dallas

Description:

KPMG Advisory practice is currently our fastest growing practice. We are seeing tremendous client demand, and looking forward we do not anticipate that slowing down. In this ever-changing market environment, our professionals must be adaptable and thrive in a collaborative, team-driven culture. At KPMG, our people are our number one priority. With a wealth of learning and career development opportunities, a world-class training facility and leading market tools, we make sure our people continue to grow both professionally and personally. If you're looking for a firm with a strong team connection where you can be your whole self, have an impact, advance your skills, deepen your experiences, and have the flexibility and access to constantly find new areas of inspiration and expand your capabilities, then consider a career in Advisory.

KPMG is currently seeking a Director, Business Development, SAP to join our Alliances Organization.

Responsibilities:

Serve as a member of our SAP sales and alliance team

Build relationships with SAP Product Development so our teams have insight into the

product roadmap and can participate on product steering committee boards; maintain strong relationships within SAP field sales teams

Promote KPMG's thought leadership through digital marketing; manage sales through forecasting, account resource allocation, account strategy and planning

Act as the KPMG Advocate to account teams, SAP alliance partner and clients; educate KPMG account teams and clients on how the solution helps address client issues and needs

Engage in Account Management, including Account planning, Client procurement, Meeting follow-up, Pipeline development, Opportunity pursuit, Contract negotiation, Risk management, Proposal and Statement of Work development and Revenue attainment

Demonstrate excellence in applying MarketEDGE to qualify opportunity and gain insights from win/loss reviews as input to the integrated sales management process

Qualifications:

Minimum ten years of recent experience increasing successful services sales; minimum ten years of recent services sales experience working with or ideally for the SAP alliance partner

Bachelor's degree from an accredited college/university in a related field or equivalent experience

Substantial experience managing joint innovation and solution building with SAP alliance partner

Able to understand complex content and relate content around industry issues, client needs, and KPMG service offerings

Ability to travel as necessary

Applicants must be currently authorized to work in the United States without the need for visa sponsorship now or in the future

KPMG complies with all local/state regulations regarding displaying salary ranges. If required, the ranges displayed below or via the URL below are specifically for those potential hires who will work in the location(s) listed. Any offered salary is determined based

on relevant factors such as applicant's skills, job responsibilities, prior relevant experience, certain degrees and certifications and market considerations. In addition, the firm is proud to offer a comprehensive, competitive benefits package, with options designed to help you make the best decisions for yourself, your family, and your lifestyle. Available benefits are based on eligibility. Our Total Rewards package includes a variety of medical and dental plans, vision coverage, disability and life insurance, 401(k) plans, and a robust suite of personal well-being benefits to support your mental health. Depending on job classification, standard work hours, and years of service, KPMG provides Personal Time Off per fiscal year. Additionally, each year the firm publishes a calendar of holidays to be observed during the year and provides two firmwide breaks each year where employees will not be required to use Personal Time Off; one is at year end and the other is around the July 4th holiday. Additional details about our benefits can be found towards the bottom of our KPMG US Careers site at "Benefits & How We Work". Follow this link to obtain salary ranges by city outside of CA: [KPMG LLP \(the member firm of KPMG International\)](#) offers a comprehensive compensation and benefits package. KPMG is an affirmative action-equal opportunity employer. KPMG complies with all applicable federal, state and local laws regarding recruitment and hiring. All qualified applicants are considered for employment without regard to race, color, religion, age, sex, sexual orientation, gender identity, national origin, citizenship status, disability, protected veteran status, or any other category protected by applicable federal, state or local laws. The attached link contains further information regarding the firm's compliance with federal, state and local recruitment and hiring laws. No phone calls or agencies please. KPMG does not currently require partners or employees to be fully vaccinated or test negative for COVID-19 in order to go to KPMG offices, client sites or KPMG events, except when mandated by federal, state or local law. In some circumstances, clients also may require proof of vaccination or testing (, to go to the client site). KPMG recruits on a rolling basis. Candidates are considered as they apply, until the opportunity is filled. Candidates are encouraged to apply expeditiously to any role(s) for which they are qualified that is also of interest to them. **GL: 2**

GF: 15311

[Apply Now](#)

Cross References and Citations:

1. Director, Business Development, SAP CeojobsJobs Tampa Ceojobs ↗
2. Director, Business Development, SAP Thejobsearch Jobs Tampa Thejobsearch ↗
3. Director, Business Development, SAP Bostonjobs Jobs Tampa Bostonjobs ↗
4. Director, Business Development, SAP SoftwaregiantcareersJobs Tampa Softwaregiantcareers ↗
5. Director, Business Development, SAP Warehousejobsnearme Jobs Tampa Warehousejobsnearme ↗
6. Director, Business Development, SAP Searchukjobs Jobs Tampa Searchukjobs ↗
7. Director, Business Development, SAP Mexicojobs Jobs Tampa Mexicojobs ↗
8. Director, Business Development, SAP Mediajobs Jobs Tampa Mediajobs ↗
9. Director, Business Development, SAP MadinahjobsJobs Tampa Madinahjobs ↗
10. Director, Business Development, SAP Europajobscentral Jobs Tampa Europajobscentral ↗
11. Director, Business Development, SAP Angularjobs Jobs Tampa Angularjobs ↗
12. Director, Business Development, SAP Parisjobs Jobs Tampa Parisjobs ↗
13. Director, Business Development, SAP Entrepreneurshipjobs Jobs Tampa Entrepreneurshipjobs ↗
14. Director, Business Development, SAP Searchukjobs Jobs Tampa Searchukjobs ↗
15. Director, Business Development, SAP Uzbekistanjobs Jobs Tampa Uzbekistanjobs ↗
16. Director, Business Development, SAP NetworkengineerjobsJobs Tampa Networkengineerjobs ↗
17. Director, Business Development, SAP Searcheruropeanjobs Jobs Tampa Searcheruropeanjobs ↗
18. Director, Business Development, SAP Torontojobs Jobs Tampa Torontojobs ↗
19. Director, business development, sap Jobs Tampa ↗
20. AMP Version of Director, business development, sap ↗
21. Director, business development, sap Tampa Jobs ↗
22. Director, business development, sap Jobs Tampa ↗
23. Director, business development, sap Job Search ↗
24. Director, business development, sap Search ↗
25. Director, business development, sap Find Jobs ↗

Source: <https://us.expertini.com/jobs/job/director-business-development-sap-tampa-kpmg-unitedstates-01444828b9/>

Generated on: 2024-05-03 by Expertini.Com