

SAP Account Executive

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Company: Beacon Systems

Location: Dallas

Category: other-general

Seeking a dynamic and self-motivated SAP Account Executive to join our sales team at Beacon Systems. The ideal candidate must be a high performer with a proven track record of meeting sales goals, possess excellent communication skills, be comfortable making high volume calls, cultivating both new and existing client relationships. Key responsibilities include:

- 1 . Relationship Building: Fostering strong relationships with clients is essential. This includes ongoing communication, understanding client needs, and providing excellent customer service to build trust and loyalty. The SAP Account Executive will also be required to attend and participate in local Dallas ASUG events, along with travel to meet with clients in person.
- 2 . Client Satisfaction: Maintaining a high level of client satisfaction is crucial. This could involve ongoing communication with clients, understanding their needs, and addressing any concerns to ensure a positive and lasting relationship.
- 3 . Business Development: The SAP Account Executive is responsible for finding new business opportunities. This includes identifying potential clients or prospects, engaging with them, and presenting solutions tailored to their needs.
- 4 . Sales, Revenue and Growth Targets: The SAP Account Executive is instrumental in achieving sales targets. This involves effective planning, execution, and continuous

evaluation of sales efforts. Ensuring the achievement of revenue and growth targets involves creating and implementing sales strategies, monitoring performance metrics, and adjusting as needed to meet or exceed goals.

MINIMUM AND/OR PREFERRED QUALIFICATIONS:

- 1 . A minimum of five years of hands-on experience, specifically in SAP client services.
- 2 . A history of consistently achieving and surpassing sales goals.
- 3 . Effective at generating new and existing client relationships.
- 4 . Making a high volume of calls daily.
- 5 . Excelled in individual sales but has also demonstrated the ability to lead and manage a team.

The base compensation range for this position is \$75,000 - 125,000 base salary, based on experience, plus commission. Beacon Systems also offers a benefits package including Medical, Dental, Vision, 401K, and Paid Time Off.

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