

## SAP Pre-Sales/Solutions Leader

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Company: Jade Global

Location: North Wales

Category: other-general

- Act as a Lead for the translation of client's business objectives and requirements into SAP solutions
- Responsible for SAP Business Development, SAP Pre Sales, supporting large deals in Implementation and AMS.
- Help develop GTM strategies and solutions.
- Development of customer relationships.
- Development of SAP relationship, partnership, alliances.
- Drive sales opportunities from initiation to closure. Translate client requirements into solution designs, technical approach and provide effort estimates.
- Best Fit- customer solutions with optimal estimations
- Delivery oversight - ensure solution is delivered in accordance with plan/proposal.
- Building strategic partnerships.
- Provide SAP Advisory consultancy to senior IT leaders.
- Participate in business development activities that include pre-sales meetings, demos, and call with potential clients.
- Conduct discovery sessions, prepare power point presentations as part of proposal development and submissions. Review and response to RFP's
- Lead the pre-sales process assisting with demos, process flow diagrams, accelerators, and inbuilt solutions.
- Conduct detailed discovery sessions to understand customer requirements, assist the customers with business process re-engineering and recommend SAP best practices.

- Provide expertise regarding solutions, participate in designing and driving new solution accelerators. Collaborate with the center of excellence team in developing new solutions. Create architectural documentation and deliverables based on recommended solutions. Act as a subject matter expert on system functionality
- Proactively research new SAP features and capabilities and build those new capabilities into solution proposal.

#### Qualifications

- Bachelor's degree in engineering or accounting
- SAP Certified associate (with current certification)
- 10+ years of overall SAP experience. Including 2 greenfield implementations, 2 brownfield conversions to S4 HANA besides cloud migration, RISE with SAP etc.
- Must have expertise in one of the following core areas – SAP supply chain (MM/PP/EWM/TM) or Financials (FICO, RAR, FICA). With experience in SAP best practices, SAP ACTIVATE
- Excellent communication and presentation skills.
- Ability to sell, lead and deliver multiple projects
- Possess the ability to independently research and formulate potential solutions

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