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SAP S/4 Pre-Sales Architect (Semiconductor) – Full Time – Bay Area/U.S. Travel

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Company: Stott and May

Location: United States

Category: other-general

SAP S/4 Pre-Sales Architect (Semiconductor) – Full Time – Remote/U.S. Travel Skills – SAP Pre-Sales, Semiconductor, SAP Architect, Presales, SAP Delivery, Global Consulting, Remote/Travel My client who is a leading Global Consulting firm is currently looking to on board an experienced SAP Pre-Sales Architect with a deep background in the Semiconductor industry. The role possesses an 80% presales, 20% delivery focus. This is a Full Time position. At this time, my client is considering only those already based in the Bay Area, or those willing to relocate. Due to the industry this sits within, those holding U.S. Citizenship or a valid Green Card are encouraged to apply. The Role/Candidate: Involvement in Leading significant pursuits (5M USD and above) Involvement in Road mapping and Deployment Planning exercises Involvement in the pursuit of Orals and defending the solution will focus on and lead presales activities around Digital Core with SAP S/4HANA. will provide strategic advice to senior stakeholders, helping them drive business value from transformation to Digital Core with S/4HANA. will act as Solutioning Lead of complex, multi-tower S/4HANA implementation programs, covering end-to-end solution definition, implementation approach, effort estimation, and implementation planning, working hand in hand with sales to define winning sales plan and unique value proposition. will lead, support and contribute to go-to-market and marketing strategy definition, execution planning, and execution, including campaigns, content marketing, events, client meetings and tailored offerings. 10 years of experience in SAP supporting Semi-Conductor industry clients. experience (at least 8-10 years) in implementing SAP solutions with focus on S/4HANA preferably across various roles (business analyst, lead consultant, lead (solution) architect, project manager) experience in

driving the execution of business transformation via implementation of new processes and supporting technology experience in SAP Order-to-Cash and/or Supply Chain solutions that meet Hi-Tech clients' unique needs for example SAP BRIM and CPQ components and position them for long term success. overall holistic understanding and experience across functional domains, business processes, applications, SAP product roadmap and emerging technologies & trends knowledge across relevant technical domains (cloud, infrastructure, HANA DB, basis, security, integrations, development etc.) to build relationships and to become a trusted advisor for client senior stakeholders (VP and CXO levels) or master's degree, preferably in computer science, engineering, finance or business administration Salary – \$200k-\$225k Per Annum + Bonus (20%) + Benefits Please send resumes directly to patrick.hindmarsh@stottandmay.com and we can look to run through the specifics. I look forward to hearing from you. Skills – SAP Pre-Sales, Semiconductor, SAP Architect, Presales, SAP Delivery, Global Consulting, Remote/Travel SAP S/4 Pre-Sales Architect (Semiconductor) – Full Time – Remote/U.S. Travel

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