

Accelerated Sales Engagement Expert For S/4Hana Public Cloud - Large Enterprise

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Company: Sap

Location: Sydney

Category: other-general

We help the world run better Our company culture is focused on helping our employees enable innovation by building breakthroughs together. How? We focus every day on building the foundation for tomorrow and creating a workplace that embraces differences, values flexibility, and is aligned to our purpose-driven and future-focused work. We offer a highly collaborative, caring team environment with a strong focus on learning and development, recognition for your individual contributions, and a variety of benefit options for you to choose from. Apply now! Accelerated Sales Engagement Responsible to accelerate sales for S/4 HANA Public cloud, nurture topic, strategic sales program or designated segment determined to require a period of extraordinary attention. The scope of activities spans from thought leadership, creating awareness in the market, best practice development, enabling field sales / value adding teams / partner organizations, creating accretive pipeline and engaging in existing opportunities with their respective solution/topic of focus. Customer facing role which acts as accelerator to existing sales teams and customer opportunities, and identifies new business through market or partner engagement. Is an important leverage point for enablement, adoption, best practice development and identification of target customers & campaigns for engagement by the field. Core tasks include: Define target account lists via the creation of ideal customer profiles Bring focus and accelerated enablement to sales teams (Sales, Solution Sales, value adding teams, partner organizations) to insure high field adoption Educate sales teams on curated positioning & value proposition for specified focus solution/area and consulting with customers accordingly Create accretive pipeline via direct engagement, through the Sales field, through the

ecosystem and via demand management Inform the global solution areas of new requirements, successful campaigns or segmentations, innovations with customers Engage with the field on deal strategy – and throughout the full opportunity lifecycle, where needed Consult with the field on deal execution with regard to focus-specific contracting & deal structure Consult on and assess forecast of focus area Build strong sales best practices to incubate repeatable, structured approach for new businesses Key Responsibilities & Tasks

The Accelerated Sales Engagement Senior Specialist has an in-depth understanding of specific SAP solutions, relative to functionality, business value, competitive positioning in the market and in relation to SAP's full solution suite and overall product strategy. They are responsible for imparting this knowledge to the wider organization with the goal of bringing the regional field organizations to autonomy in an accelerated timeline. The Accelerated Sales Engagement Senior Specialist is an extension of the Global team in regard to execution of the LOB operating model and GTM strategy as well as an extension of the regional sales organization in regard to the development of pipeline and execution of regional revenue targets and customer-specific outcomes. They work on LoB strategy and execution plans across all GTM segments and contribute across all required outcomes: pipeline, sales, consumption, adoption and renewals. Work may be on scale initiatives driving an elevated leadership position in the solution/LoB and/or more targeted on strategic customer opportunities. May also provide accurate information with regard to forecasts and forecast reporting, ensuring proper hygiene for the respective LoB. Work is always completed with a principal intent of transferring knowledge so the region may replicate at scale. Core tasks include: Execute global LoB operating model & GTM strategy Define ideal customer profiles and account lists – across all segments. Accelerate enablement to field organization Educate sales teams on curated positioning & value proposition Create accretive pipeline Inform global solution org of priority gaps, successful campaigns, innovations with customers Engage on deal strategy – and throughout the opportunity lifecycle, where needed Consult on deal execution Assess and influence forecast Incubate repeatable, structured approach for new businesses Experience & Education Requirements Prior experience with software/IT organizations and with a demonstrated proficiency of Enterprise and/or LoB software solutions through Solution Management, Sales, Presales, Consulting or Business Development roles. SAP product experience and/or SAP sales experience. Working knowledge of cloud, Hosted Services, SaaS/ PaaS models and cloud-based commerce/ business networks. Capable of leveraging a professional network resulting in market,

pipeline and revenue growth for SAP. Proven track record of success in the selected industry area. Customer facing experience. Fluency in English, any other language an asset.

Fluency in the language of local markets desirable.

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