

# Australia Jobs Expertini®

## Sales Director

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Company: FAIR Consulting Group

Location: Melbourne

Category: other-general

FAIR Consulting Group (Australia)| Permanent Position

Melbourne, Australia| Posted on 15/04/2024

We have an exciting opportunity for a talented Sales Director to join our leadership team (in Sydney or Melbourne) and contribute to FAIR's continued growth and GTM strategy.

Reporting directly to the Managing Director, you will take ownership of our sales function and be responsible for growing customers and engagement services.

This hands-on role would ideally suit someone with experience developing new business in SAP S/4Hana, SAP BTP, SAP Signavio, SAP CX, and Cloud (AWS, Azure, GPC) to drive new project consulting services and license sales.

### About the role

Developing new customers and expanding our footprint in existing customers across solution sales and managed services

Responsible for attaining revenue targets, closing sales, customer profitability, and customer satisfaction, working with both internal and external stakeholders to build and close the pipeline

Driving new project opportunities via your network in SAP S/4Hana, SAP BTP, SAP Signavio, SAP CX, and Cloud (AWS, Azure, GPC)

Work with the C-Level executive and technical & pre-sales teams to support and close new projects

This role offers a generous OTE commensurate with the solutions sales across our strategic accounts and technical capabilities

Managing new license sales for SAP

Maintain and further develop relationships with strategic alliance partners

Be in charge of sales initiatives for the company to help generate demand

About you

Demonstrated experience gained in a sales and or consulting capacity within SAP S/4Hana, SAP BTP, SAP Signavio, SAP CX, and Cloud (AWS, Azure, GPC)

A proven track record in business development - from cold-calling and nurturing to pre-sales and bid management

Demonstrated experience in SAP and technology sales, gained within FMCG, Retail, Mining and Utilities industries

Strong relevant C-level network and ability to engage at an executive level

Experienced in consultative selling and complex software solutions to transform how a business runs

Passionate about helping businesses, building trusted relationships and motivating people to take action

Able to work in an entrepreneurial, creative, and collaborative environment

Experienced in driving B2B and B2C sales cycle processes for enterprise and mid-market levels and skilled at value-based selling and managing multiple stakeholders to enable strategic investment

Leading and managing the Lead Gen and Presale team to achieve targeted revenue & profitability

Significant experience gained in technology consultancy environments

Our Culture:

What's most important at FAIR?

We live and breathe our core values of honesty, integrity, transparency and loyalty

What drives us?

Our passion for IT innovation and delivering quality customer outcomes

We're collaborative, proactive and supportive

What do we look for?

Ambition and drive in outstanding individuals who have chosen their professions out of interest and joy before anything else

If this resonates with you, we should be talking! Although it is important that you have the experience and background that will set you up for success in your role, we will look beyond

isolated skill sets; our culture is our key to success.

About us:

Born in Sydney, FAIR is a boutique consulting firm that partners with iconic Australian brands to create digital experiences. We love to break down complex business problems and processes to create and deliver end-to-end transformations. By prioritising the quality of our work, we are able to turn CX, digital transformation and cloud solutions into defined processes supported by best practices.

Our Philosophy:

We strive always to be:FAIR – to our Employees, Customers, Partners and the Community.

Benefits for you:

Do you love to learn? Training and certifications are on us - you learn, we pay!

Enjoy staying up to date and have exciting career goals? We offer a generous bonus for completing your development plan activities and upskilling

We value your dedication and give a handsome bonus for billable utilisation on customer projects

We love to have fun with our biweekly social activities, and annual team getaways. We also have a fun budget for you to plan the activities!

We recognise teams and individuals for their great work

You can celebrate your birthday with a day off. It's on us

We love to give back to our communities and encourage our team to do the same. We offer four additional days off a year for community work

Paid parental leave to support you and your family during this special time

Plus, a loyalty profit share program for our fabulous team membersArea

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