

SNP UK

Role: Sales Account Manager (Services & Software)

Accountable to: Head of Client Services

Location: 150 Buckingham Palace Road, London

Company Background

SNP helps companies react rapidly to changes in their business environment. In contrast to the conventional consultancy approach, SNP pursues a software and services approach. SNP CrystalBridge software enables companies to adapt their IT landscape more quickly and economically to changing market conditions. CrystalBridge is the world's first standard software solution that automatically analyses changes in IT systems and implements them in a standardised way. This enables the customer to save time, reduce risk and increase project certainty.

Founded in Heidelberg, Germany in 1994 SNP has successfully delivered over 12,000 transformation projects worldwide. The Company has grown year on year, both organically and through acquisition. More recently the Company has really accelerated growth through further strategic acquisition and as a result SNP now employs 1400 people worldwide, generating revenues of €150m.

SNP is an established name in the SAP Transformation market throughout Europe. SNP now aims to develop and grow market presence in the UKI.

Role & Candidate Profile

SNP UK is looking for an experienced Account Manager to generate net new sales of SNP's services and software within the UKI SAP market. The Account Manager will find and develop SAP transformation opportunities with new clients and partners and develop enduring strategic relationships with these clients and partners. In addition, the Account Manager will provide input and insight to support lead generation, marketing and solution portfolio development.

It is expected that the candidate will have a minimum 5 years' experience selling in an SAP Services and/or software formal Sales role. The candidate will have a very good understanding of the SAP ecosystem and thus will bring a deep knowledge of the market and a good network. The Candidate will have an individual target, but must be willing to work as part of a team and bring a positive 'can-do attitude'.

Role Expectations

- Generate net new business within the UKI SAP market by developing new Customer and Partner relationships
- Meet and exceed specified Order Entry Targets for services and software
- Ensure a minimum x3 pipeline coverage quarter by quarter
- Qualify opportunities to ensure high levels of success, and optimal cost of sale

- Develop trusted advisor status with new and existing customers to ensure strong, enduring relationships with senior and executive decision makers
- Negotiate deals to maintain profitability, whilst ensuring that delivery and implementation of the project is achievable.
- Understand Customer pain points, requirements and SAP estate to spot and develop new transformation opportunities and cross/up-sell within existing projects
- Work with Pre-sales and Delivery to produce professional and meaningful client material to include Presentations, Proposals and Statements of Work, which meet Company standards and expectations
- Assist and advise the Delivery and Pre-sales teams with development and definition of new and existing service offerings
- Adhere to and support the development of internal operational procedures which add value to the Sales process
- Provide input and insight into the 'Go to Market' strategy, supporting Marketing initiatives including campaigns, webinars and events
- Contribute to and support the Sales Forecast process
- Develop and maintain a strong network within the wider SNP organisation
- Maintain a high degree of professionalism and integrity with colleagues, Customers and Partners
- Seek continuous personal development to include SNP solution expertise, market knowledge and sales execution

Candidate Requirements

- Minimum 5 years Services and/or software sales experience within the UKI SAP market
- Must be willing and able to prospect for new business
- Should be self-sufficient, well disciplined and a logical thinker
- Strong desire to learn and understand the SNP solution portfolio
- Full, clean UK driving license
- Fluent in English (speaking and written form)
- Able and willing to travel throughout the UKI, and internationally (travel outside of the UK will be infrequent)
- Must be a team player, willing to support colleagues and grow the business