

SNP UKI

Role: Pre-Sales Lead
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. SNP's aim is to become the industry standard for SAP data transformation.

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 acquisitions and as a result SNP now employs 1,400 people worldwide, generating revenues of €150m.

SNP is an established name in the SAP Transformation market throughout Europe. SNP now aims to develop and foster a prominent market presence and brand in the UKI. This is a fantastic opportunity to join the UKI organisation at an embryonic stage to help shape and develop the solution offering and support accelerated growth and a growing market share. The Company has been built on a 'family' culture and ethos, which we aim to maintain as we grow.

Role & Candidate Profile

SNP UK is looking for an experienced SAP Pre-Sales Lead to support the Sales team with generation of net new opportunities and ultimately sales of SNP's services and software within the UKI SAP market. The Pre-Sales Lead will work alongside the Account Managers to find and solution SAP transformation opportunities and develop enduring strategic relationships with new clients and partners. In addition, the Pre-Sales Lead will support the existing Client base and provide input and insight to support lead generation through networking and marketing activities. The successful candidate will have the opportunity to provide insight to solution portfolio development and product direction across all key lines of business including S/4HANA, Mergers and Acquisitions and Move to Cloud.

It is expected that the candidate will have a minimum 15 years' SAP Functional delivery and Solution Architecture experience, with a strong background in SAP FI/CO and more recently S/4HANA. The candidate must have held a prominent position in SAP Finance Transformation and S/4HANA conversion/implementation projects. The candidate will ideally have worked in a formal pre-sales capacity with a good understanding of the client

requirements and challenges from both a technical and commercial angle. It is essential that the candidate has a positive 'can-do attitude' and able to provide educated solution guidance to clients on behalf of SNP.

Role Expectations

- Support the Sales team with generation of net new opportunities and business within the UKI SAP market
- Understand client pain points and requirements to provide educated guidance and solutions based on appropriate SNP offering and capabilities
- Develop trusted advisor status with new and existing customers to ensure strong, enduring relationships with senior and executive decision makers
- Help the Sales team identify and develop new transformation opportunities and cross/up-sell within existing projects/accounts
- Prepare and develop targeted product/solution demos to clients and partners
- Support qualification of opportunities to ensure high levels of success, and optimal cost of sale
- Work with the Sales and Delivery teams to effectively respond to tenders
- Work with wider team to produce professional and meaningful client facing material to include Presentations, Marketing material, Proposals and Statements of Work, which meet Company standards and expectations
- Work with wider team to develop and define 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, clients and partners
- Seek continuous personal development to include SNP solution expertise, market knowledge and Pre-sales execution

Candidate Requirements

- Minimum 15 years SAP Functional delivery and Solution Architecture experience with a strong FI/CO focus
- Played a key role in a number of S/4HANA and Finance Transformation projects
- Previous experience and understanding of SAP data migration
- Previous experience in an SAP Pre-Sales capacity
- Confident in front of clients with excellent presentation skills and experience
- Strong desire to learn and understand the SNP solution portfolio
- Good understanding of sales cycle and associated processes
- Should be self-sufficient, well-disciplined and a logical thinker
- 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