



With years of experience running mission-critical systems with the latest digital innovations to deliver better business outcomes and new levels of performance, competitiveness and experiences for customers and their stakeholders, our client is a leading end-to-end IT services and solutions company and an awarded SAP Qualified Partner that offers customers the conversion of their system with a clearly defined scope as well as the native integration with SAP-Cloud solutions: Hybris, ARIBA, Concur, Fieldglass, IBP and SuccessFactors. The company helps customers across the entire Enterprise Technology Stack focusing on conversion together with customers and brings them to S/4HANA, SAP's 4th generation of ERP software, as the basis for digitization of the companies. Fast, safe and efficient. To extend the domestic sales and account executive team in Zurich / Switzerland we are seeking an experienced

Sr. Account Executive SAP (m/f)

In this challenging role you'll be responsible for expanding the company's market position in Switzerland by development and growth of new services business and developing and maintaining effective relationships with customer stakeholders in assigned accounts. You are a key to ensure business growth through business development activities delivered in accordance with the organizational strategy. Major tasks are systematic sales activities with focus on offering relevant, efficient and commercially viable solutions, commercial development, reviewing prepared offers within the quality gates framework and actively lead contract negotiations up to C-level. Step by step you'll identify high potential leads, pitch SAP solutions to clients, converting these leads to a sustainable pipeline with existing and new clients across the country. You build up strong relationships to decision makers and budget owners within the target customers and identify future customer requirements and trends. Further tasks are the coordination of sales activities, acting as technical liaison between customers and internal stakeholders, to educate customers of all sizes on the value proposition, development and presentation of customer individual proposals, presentations and contracts together with colleagues.

For this senior function we are looking for a self-driven doer with entrepreneur qualities and emphasis for direct contact with customers along the whole sales process. In addition to your service mind-set, analytical skills and methodical approach you are known to be well organized, detail-oriented and pro-active with strong interpersonal communication skills and able to think big and manage work to critical timelines in a fast-paced environment. You act independently and combine hunting spirit with service-mentality to both clients and internal stakeholders, e.g. in delivery. You bring along a proven track record of several years in sales in the Swiss market, i.e. within an SAP partner or a consultancy firm, with active contribution to corporate development and experience in leading sales projects from A to Z. Furthermore, you are able to communicate in English and German; any other language like French would be an advantage.

Please call us for further information or send us your application documents by email on job@but-executive.com. We guarantee full confidentiality.

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