

SNP is a leading enterprise in Transformation Services providing software and software related services. Since 1994 we are focusing on services supporting customers all over the world to fit their ERP System Landscape to economic and technical change. In this process of Business Landscape Transformation® SNP presents the worldwide first standard software:

SNP Transformation Backbone® is the first integrated and automated software to arrange Split, Merge, Harmonisation and Upgrade. With this tool and our service we can look back to more than 1.300 successfully accomplished projects.

In 2012 we are looking forward to start off with further innovation. Therefore we are looking for some masterminds with the intention to succeed.

## Key Account Manager - Software Sales

In the area East Coast

### We offer:

- Diverse and challenging orders in an innovative environment
- International, ambitious projects with notable customers
- Self-dependent working with individual solutions
- Chances in career advancement in a flat hierarchy
- Attractive reward and widespread employee benefits
- Perspective in further education
- Collegial atmosphere

### Your challenge:

- Preparation and execution of customer sales presentations
- Creation of proposals
- Response of review
- Preparation and execution of customer and partner kick-off workshops

### Your profile:

- Experience in the fields of Sales in the ERP Business Analysis sector
- Unique customer focus, strong record of achievement applying a customer mindset between internal and external partners
- 3 years of direct sales experience in the ERP sector
- Degree Business Administration or computer sciences
- Effective communication skills along with strong interpersonal and organizational skills
- Meet with top customers, maintaining relationships, negotiating and closing deals
- Self-motivation, self-directed and goal-oriented
- Strong decision-making and problem-solving skills
- Hands on experience selling to multiple channel partners
- Quick and clear thinker

We look forward to receiving your compelling application including your salary expectations and earliest possible start date via email at [bewerbung@snp-ag.com](mailto:bewerbung@snp-ag.com) or at the following address. For additional information please contact Mrs Marina Müller (0049-6221/6425160).

## SNP Schneider-Neureither & Partner AG

Personalwesen | Postfach 105080 | 69040 Heidelberg | [www.snp-ag.com/careers](http://www.snp-ag.com/careers)