ACCOUNT EXECUTIVE

Beyond Technologies is an SAP Software and Professional Services firm, specialized in SAP solution integration and business process optimization. We are currently seeking an Account Executive to join our dynamic team in South Africa.

Working with the local and global team, the candidate will develop a network of prospective and existing customer contacts & solution & service partners which will enable him/her to find new opportunities, nurture and develop these and successfully conclude sales of SAP software and professional services across various defined industries of expertise for Beyond Technologies.

Your Tasks Include

- Establish and maintain business relationships with existing and future clients, relationships that result in a commercial, (sales of software and services), partnership of value to all parties.
- Source, engage and nurture new clients and develop sales strategies and manage the full sales cycle of new clients, (in collaboration with the pre-sales and marketing team), until deals are finalized, (booked).
- Prospect the market of medium-sized businesses in the region to identify and develop SAP software sales and services opportunities. Net new sales to Beyond Technologies.
- Understand strategies, business objectives and client needs in order to propose services in line with these strategies, objectives and needs. Include specific South African challenges and unique economic influences.
- Build commercial offers and respond to RFPs while working in collaboration with the pre-sales team. This includes SAP software pricing using their tools, working with pre-sales and consulting to craft solutions, scope, price and plan the deployment of these solutions.
- Organize site surveys and discovery sessions and demonstrations with the pre-sales team
- Negotiate the contracts and conclude sales.
- Write and finalize contracts with the support of the management team
- Support the delivery of sold services and monitor client satisfaction
- Participate in steering committees during the implementation of SAP solutions, as needed.
- Maintain and develop working and productive relationships with the SAP sales and services teams, industry leads and partner managers in South Africa.
- Align with Syntax on solutions offered, demand generation strategies, success stories and unique service offerings.

You Have

- Minimum of 10 years of experience in sales of professional services, projects and SAP solutions in complex sales cycles.
- Proven sales history of meeting objectives and sales targets.
- Ability to capitalize on existing relationships and knowledge in order to increase sales.
- Strong understanding of business processes in retail, distribution and manufacturing sectors is an asset
- Ability to manage multiple mandates, tasks and deliverables at the same time
- Ability to work in a team environment and interact effectively with other members
- Must be results-oriented, and demonstrate a "can-do" attitude – adaptability, flexibility and resourcefulness

You Are

- Independent and driven to succeed
- Understanding of specific industry challenges and how the deployment of our solutions can benefit these industries.
- Ability to multitask and prioritize
- Passionate of the customer's success
- Persistent
- Compliant and results driven

At Beyond, we want our employees to be happy and healthy both on and off the job. Everything we do and offer to our employees is based on our philosophy that investing in our people is good for all of us! Beyond is dedicated and committed to promoting a diversified and inclusive work environment for everyone. Beyond Technologies is an equal opportunity employer and we believe in fostering an environment where everyone regardless of gender, race, ethnicity, sexual orientation, disability, age, or all other identities feels respected, protected and celebrated.
By providing us with your application, you agree that your documents may be retained in Beyond Technologies' databases for an indefinite period of time in accordance with our internal information retention policies.