SOLUTION DIRECTOR (P2P)

Beyond Technologies is a professional services firm, specializing in the integration of SAP solutions and the optimization of business processes. We are currently looking for a Solution Director (P2P) to drive the Value proposition of Beyond Technologies for SAP solutions offered to our clients. The mission of your role is to act as an expert of your domain before and during the project. You will be wearing different hats during the pre-sales cycle, scope definition and/or during the implementation.

Your input will vary on the client and/or project.
Your mission is to also drive strategically the direction of the solution, by keeping up to date with new releases and trends, best practices as well as by providing product feedback, marketing and competitive intelligence.

Your different roles:

Act as Pre-sales expert: You will provide advice on technologies that deliver business results and benefits to your customers, while demonstrating the added value of your expertise and solutions.

- Leadership of service pre-sales cycles (tenders, customer requests, etc.) for which you will be identified as a lead
- Assume the leadership of the site surveys
- Oversee the preparation of service pre-sales deliverables (internal and external estimates, roles and responsibilities chart, scope [functional, technical, geographic, organizational, etc.], timeline, team members)
- Supervise the general preparation of the answer
- Prepare and assume the leadership of service offer review meetings
- Assume the leadership of customer presentations

Act as Solution Architect: You will help build new systems needed by your client by identifying the business' current capabilities and future technological goals by creating, designing, and implementing well-defined solutions that are aligned with the envisioned business solution and scope of your client.

- Identifies and communicates risks (business, application, technical) associated with component or application implementation at the business level, and enterprise level (working with Enterprise Architect)
- Participates in business and architecture planning sessions and anticipates future business and architecture changes and strategies
- Estimates, hypothesis, timeline, scope, definition of role & responsibilities
- Review and challenge functional specifications for accuracy and completeness
- Works with the Delivery Executive and/or Project Manager to communicate the business process strategy and vision; facilitates business process review meetings with the business stakeholders
- Defines release, deployment and roll-out strategies

Act as Integration Manager: You will be responsible for coordinating and directing teams of business analysts, functional analysts, and developers in all phases of systems implementations, upgrades or migrations including: Analysis and Design, Discovery, Explore, Configuration, Development, Realization, Documentation, Testing, Production Cutover, and Integration into Operations (AMS).

- Directs advisers in the choice of solutions and tools supporting their respective scope. Ex: Choice of building blocks, Tcode, benefits and limitations etc.
- Ensures the integrity and integration of the solution components retained in adherence to the 'business' scope
- Identifies the integration points and integrity of the end-to-end client flow in the intended solution
- Assists the functional consultants in the definition and construction of the solution in preparation for the 'A' type workshops
- Supports workshops and 'challenge' the 'gaps', as well as solutions proposed to 'gaps'
- Execute the 'check' scope
- Supports sprints and their content
- Validate the technical or application solution
- Investigate, diagnose and solve complex SAP project problems quickly
- Identifies areas of process improvement and integration. Ensures new SAP landscapes and solutions are designed and architected to ensure cost effective, scalable, and best in class solution delivery to all users

You have:
- A bachelor's degree in computer science, information technology, or software engineering
- At-least 15 years of experience with SAP Implementations on the modules SAP MM
- Participated in pre-sales activities, blue printing and integration activities
- A strong business acumen
- Demonstrated ability to develop and implement strategies
- Exceptional verbal and written communication skills in English and French *(*This is a requirement since in this role you will be dealing with customers, partners and/or our international subsidiaries requiring communication in English on a recurring basis both verbally and in writing)*

You are:
- Highly disciplined regarding Client follow-ups
- A high energy individual who can adapt easily to different environments and project phases with leadership
- Able to address objections with confidence and determination
- Strategic and tactical with excellent planning and execution skills
- Collaborative
- Compliant and results driven