

Senior Account Executive, Industrial (Competitive) - Toronto

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Company: SAP

Location: Toronto

Category: other-general

We help the world run better

Our company culture is focused on helping our employees enable innovation by building breakthroughs together. How? We focus every day on building the foundation for tomorrow and creating a workplace that embraces differences, values flexibility, and is aligned to our purpose-driven and future-focused work. We offer a highly collaborative, caring team environment with a strong focus on learning and development, recognition for your individual contributions, and a variety of benefit options for you to choose from. Apply now!

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As an Industry Account Executive, you are a senior sales leader with overall responsibility for SAP's relationship with our most strategic clients. You are passionate about client success and will have the sales, business and industry expertise required to build trusted c-suite relationships with our clients. You will collaborate with value advisors, product, engineering, marketing, and other SAP sales teams to develop a thoughtful perspective for our clients by identifying the value drivers and the solutions that solve their business challenges. As a result, you will bridge executive relationships and lead organizations through the digital transformation.

You're a natural leader who is comfortable bringing together and leading internal and external stakeholders; you're excited to become an expert in new things and to share your knowledge; you're an energized and organized self-starter; you're an excellent communicator; you're analytically inclined, and you have a track record of improving the processes and organizations around you.

Required location is **Toronto, Canada - Expectation is a minimum of 3 days/week in the Toronto office.**

EXPECTATIONS AND TASKS:

Develop and nurture executive relationships by demonstrating professional knowledge of the client's industry through a consultative selling approach in a highly competitive territory.

Listen attentively to customer needs; demonstrate empathy while overcoming objections.

Work with your extended SAP team and tools to build, qualify, and manage an accurate sales pipeline in your assigned territory.

Develop a clear understanding of the client's existing competitive technology footprint, growth plans, and competitive landscape.

You regularly review your client's annual statements and executive appointments to understand the issues impacting them. Leverage a defined process to learn and understand the challenges our clients face and recommend solutions based on their needs.

Build strong working relationships with your extended SAP account team to enable an integrated and efficient interaction between SAP and the client.

Work closely with our Customer Engagement, Product Development, Marketing, and Consulting teams to enhance the value proposition of SAP solutions through their full lifecycle

Organize a strategic account plan with clear timelines and actionable next steps for customers.

Provide continued momentum and focus throughout short, medium, and long sales cycles.

Meet and exceed quota targets

WORK EXPERIENCE:

5+ years Quota-carrying, C-suite level, sales experience—experience with Large Enterprise F500 account

5+ years proven experience in selling into competitive install base.

Strong understand of Cloud SaaS solutions and the full lifecycle of value creation

Experience managing complex sales cycles from start to finish with a track record of success and quota achievement.

Understanding of the strategic competitive landscape

Ability to explain the value of Cloud solutions

Proven record of cultivating relationships with strategic partners and alliances

Industry experience preferred - Construction, Telco, Engineering and Manufacturing

EDUCATION AND QUALIFICATION / SKILLS AND COMPETENCIES:

Bachelor's degree with a minimum of 5+ years of similar working experience.

Experience with building relationships within the C-suite

Strategic mindset with ability to identify customer pain point and articulate 3-10 year vision of how technology improves their pain point.

Ability to lead in a matrix, non-reporting structure, environment with large groups

Lead with empathy and objectivity

Self-starter and an enthusiastic "roll up your sleeves" mentality.

Ability to manage ambiguity, take calculated risks and thrive in an unstructured, fast pace environment.

Ability to provide a realistic outlook of your overall book of business to management.

Creative thinking and problem solving

Excellent verbal and written communication skills

Familiarity with consultative/value selling methodology

Strong track record of nurturing and developing customer relationships beyond point of sale

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