

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!

Senior Account Executive, Industrial (Competitive) - Toronto

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

We build breakthroughs together

SAP innovations help more than 400,000 customers worldwide work together more efficiently and use business insight more effectively. Originally known for leadership in enterprise resource planning (ERP) software, SAP has evolved to become a market leader in end-to-end business application software and related services for database, analytics, intelligent technologies, and experience management. As a cloud company with 200 million users and more than 100,000 employees worldwide, we are purpose-driven and future-focused, with a highly collaborative team ethic and commitment to personal development. Whether connecting global industries, people, or platforms, we help ensure every challenge gets the solution it deserves. At SAP, we build breakthroughs, together.

We win with inclusion

SAP's culture of inclusion, focus on health and well-being, and flexible working models help ensure that everyone - regardless of background - feels included and can run at their best. At SAP, we believe we are made stronger by the unique capabilities and qualities that each person brings to our company, and we invest in our employees to inspire confidence and help everyone realize their full potential. We ultimately believe in unleashing all talent and creating a better and more equitable world.

SAP is proud to be an equal opportunity workplace and is an affirmative action employer.

We are committed to the values of Equal Employment Opportunity and provide accessibility

accommodations to applicants with physical and/or mental disabilities. If you are interested in applying for employment with SAP and are in need of accommodation or special assistance to navigate our website or to complete your application, please send an e-mail with your request to Recruiting Operations Team: Careers@sap.com.

For SAP employees: Only permanent roles are eligible for the SAP Employee Referral Program, according to the eligibility rules set in the **SAP Referral Policy**. Specific conditions may apply for roles in Vocational Training.

EOE AA M/F/Vet/Disability:

Qualified applicants will receive consideration for employment without regard to their age, race, religion, national origin, ethnicity, age, gender (including pregnancy, childbirth, et al), sexual orientation, gender identity or expression, protected veteran status, or disability.

SAP believes the value of pay transparency contributes towards an honest and supportive culture and is a significant step toward demonstrating SAP's commitment to pay equity. SAP provides the annualized compensation range inclusive of base salary and variable incentive target for the career level applicable to the posted role. The targeted combined range for this position is 159,000 - 356,300 CAD. The actual amount to be offered to the successful candidate will be within that range, dependent upon the key aspects of each case which may include education, skills, experience, scope of the role, location, etc. as determined through the selection process. Any SAP variable incentive includes a targeted dollar amount, and any actual payout amount is dependent on company and personal performance. Please reference this link for a summary of SAP benefits and eligibility requirements: SAPNorthAmericaBenefits.com

Requisition ID: 389297 | Work Area: Sales | Expected Travel: 0 - 50% | Career Status: Professional | Employment Type: Regular Full Time | Additional Locations: #LI-Hybrid

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