



Professional Career Opportunities:

Account Executive - SAP Sales Academy

PURPOSE AND OBJECTIVES

Are you ready to make the world run better? Are you looking for a fast-paced, exciting career with a world-renowned innovation and technology leader? If so, we encourage you to apply to the SAP Academy for Sales program and take the first step toward becoming part of SAP's next-generation sales force!

As an Account Executive at SAP, you will be responsible for driving sales strategy and planning for a designated territory, which includes working with prospects and established customers to generate pipeline and revenue quota. Through effective account and customer relationship management, individuals within this role will also identify and qualify opportunities – deepening partnerships and developing prospects. Account Executives will collaborate with various specialists within the sales organization including, but not limited to: Product/Solution Specialists, Presales Solution Engineers, Virtual Account Team members, Sales Operations Specialists, Partners etc. to improve customer engagements and help set SAP apart from the competition.

To kick-off your career as an Account Executive, you will first participate in a comprehensive training program that includes 6 months of hands-on training, job-shadowing, and mentoring by Senior Account Executives in the SAP office location nearest your home city. Your training will also include three, one-month long sessions of innovative classroom learning at the SAP Academy facility in Dublin, CA—located just outside San Francisco.

Throughout the program, you will build the foundations needed for success in the Sales profession. You will learn about SAP sales methodology, value-based selling techniques, presentation delivery, deal structuring, negotiation skills, and SAP solutions. You will also have the opportunity to develop and demonstrate key skills in project management, business acumen, effective teamwork, and executive-level communication and SAP values.

Upon successful completion of the program, you will be integrated directly into the SAP Sales organization, having built pipeline and fully engaged in active sales cycles. This truly is an opportunity that cannot be missed—especially for those who enjoy travel and are passionate about building a future with SAP!

1. EXPECTATIONS & TASKS

- Actively assist in completing territory business plans to generate 4x pipeline
- Take a leading role in identifying and qualifying opportunities
- Effective Account and customer relationship management
- Support and drive customer events
- Develop and drive strategy for their designated territory, prospects and customers
- Help drive individual and Account Executive quota attainment

2. EDUCATION & QUALIFICATIONS / SKILLS & COMPETENCIES

- Completion of a Bachelor's degree is required with an expectation of being in the top 50 percentile of class. Preference will be given to graduates with a Sales related degree or concentration in a Sales curriculum; Business Administration, Software, Marketing and Communications, Business Logistics (SCM) and Hospitality. Candidates should display the following competencies and requirements:
- Demonstrated leadership in curricular and extra-curricular activities
- An aptitude and passion for public speaking
- A self-starter with strong interpersonal skills who is eager to learn and creative
- Possess a strong desire to work in a dynamic, fast paced sales organization providing demand generation & deal execution support
- Relationship oriented possessing an aptitude for quickly creating and nurturing connections with others
- Be eager to excel in a vigorous, structured 9-month training program with quarterly certification requirements
- Possess strong business aptitude and working knowledge of at least 1 industry
- Be able to rapidly assimilate and distil complex topics in the form of a presentation
- Be willing to train in Dublin, California for a period of 3 non-consecutive months over the 9-month training program. Be willing to potentially relocate after completion of the 9-month program.
- Fluent in English, written and spoken

3. WORK EXPERIENCE

- Direct work experience in a sales environment and/or internships is preferable
- Relevant coursework/projects that demonstrate your communication and interpersonal skills, as well as a strong work ethic that delivers high quality deliverables.

4. APPLY

- 1) Application link:
https://careercenter.sap.com/sap/bc/bsp/rcfuix/flex_ui_ext/saperecruiting.html?jobId=E432CD46D4FFA9F1A780005056B66A48#mainView=search;popUps=1
- 2) Deadline: **November 5 (Wednesday)**
- 3) Contact point for question:
SAP Korea HR – Jiyoung.min@sap.com

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Professional Career Opportunities: Account Executive - SAP Presales Academy

PURPOSE AND OBJECTIVES

Your journey toward becoming a successful Presales Solution Engineer begins with a world-class, one year global training program that includes six months of classroom-style learning at our state-of-the-art facility just outside San Francisco, California, followed by six months of on-the-job training at one of SAP's many international office locations.

During the classroom portion of your training you will work with peers from 20+ countries and be exposed to innovative and cutting-edge learning techniques designed to promote your success in the field. Once you've relocated to your new SAP home office, you will then work alongside subject matter experts, mentors, and experienced executives as you continue to build the foundations for success in the Presales profession.

During your first six months of training at the Dublin, California training facility, you will experience a globally diverse community and learn all the foundational elements of the Presales role. Through role play, interactive exercises and team projects, you will learn about SAP solutions and industries, SAP Presales methodology, presentation delivery, project management, Design Thinking, business acumen, effective teamwork, executive level communication, and SAP Values. You will also be introduced to all the tools and support organizations that are available to help drive your future success.

During your second six months of training, you will be located in one of SAP field offices working directly with a local Presales mentor developing deep solution knowledge on a particular area of SAP's portfolio. In addition to attending formalized classroom training on your area of specialization during this time period, you will have the opportunity to attend customer presentations and observe the Presales role in action, help to prepare detailed solution presentations with other Presales colleagues and attend marketing events to begin to refine your craft.

Upon successful completion of the one year program, you will be integrated directly into the SAP Presales organization where you will begin to partner with Account Executives, and together meet with customers to uncover opportunities and deliver value. Using the skills and solution knowledge developed during your training, you will be responsible for creating and delivering high-impact, detailed software demonstrations of SAP solutions.

Demonstrations can range from a one hour, high level executive presentation to a multi-day demonstration event. A Solution Engineer partners with the sales organization on a customer engagement providing the product expertise, industry knowledge and presentation skills to deliver software demonstrations that set SAP apart from the competition.

This truly is an opportunity that cannot be missed—especially for those who want to see the world and are passionate about building an exciting career and future with SAP!

1. EXPECTATIONS & TASKS

- Create and deliver high impact, engaging software demonstrations that compel the customer to select SAP
- Support demand generation activities by staffing marketing events
- Provide deal execution support by responding to Requests for Proposals
- Lead customer discovery and site survey activities to uncover business challenges and opportunities for innovation
- Assist with post sale customer care engagements

2. EDUCATION & QUALIFICATIONS / SKILLS & COMPETENCIES

- Completion of a Bachelor's degree or equivalent is required with an expectation of being in the top 1/3 of class. The SAP Presales Academy looks for a wide variety of backgrounds although degrees in Accounting, Finance, Information Systems, Engineering, Human Resources or general business studies are preferred. Candidates should display the following competencies and requirements:
- Demonstrated leadership in curricular and extra-curricular activities
- An aptitude and passion for public speaking

- Strong interpersonal skills
- Self-starter who is curious and creative
- Possess a strong desire to work in a dynamic, fast paced sales organization providing demand generation & deal execution support
- Technically oriented possessing an aptitude for rapidly learning complex software applications
- Be eager to excel in a vigorous, structured 12-month training program with significant quarterly certification requirements
- Possess strong business aptitude and working knowledge of at least 1 industry
- Be able to rapidly assimilate and distil complex topics in the form of a presentation
- Be willing to relocate for the first 6 months of the program to Dublin, California and potentially after completion of the one year program
- Fluent in English, written and spoken

3. WORK EXPERIENCE

- Work experience including internships is preferable
- Relevant coursework/projects that demonstrate your communication and interpersonal skills, as well as a strong work ethic that delivers high quality deliverables

4. APPLY

1) Application link:

https://careercenter.sap.com/sap/bc/bsp/rcfuix/flex_ui_ext/saperecruiting.html?jobId=E44587AA6B86FEF194E10050568F01E2#mainView=search;popUps=1

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