

Account Executive, SAP

Noida, Uttar Pradesh, India · 3 weeks ago · Over 100 applicants

 On-site · Full-time

 Skills: Quotas, SAP Products, +5 more

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About the job

Company Description

Rialtes is a global leader in smart digital services and consulting, focusing on enabling Fortune 500 clients in more than 5 countries on their digital journey. The company's core principle is customer success and partnerships for growth. Rialtes offers innovative real-estate property management software solutions, like RealForce and GovHouse, built on Salesforce, the world's No. 1 CRM platform.

Role Description

This is a full-time on-site role for an Account Executive, SAP at Rialtes in Noida. The Account Executive will be responsible for managing customer accounts, driving sales, and building strong relationships with clients. The role involves understanding client needs, proposing solutions, and collaborating with internal teams to ensure customer satisfaction.

Job Responsibilities

- Builds and leads the execution of account strategy covering executive alignment, cloud adoption, sustainable revenue generation across Cloud lines of business, and high level of NPS
- Demonstrates Sales leadership to drives revenue growth across SAP Cloud throughout the customer lifecycle, driving adoption, consumption, and expansion (LACE)
- Develop Long-Term Strategic Client Engagement, Big Rock development and Co-Innovation agenda with the customer
- Aligning the customer's strategic goals to Rialtes's competitive differentiators and create initiatives that can be taken up by Rialtes to enable customer goals
- Ability to create, build, orchestrate, and lead digital transformation programs for customer

- Strong executive presence and capability to build long term C-level relationships
- Able to manage a strong joint SAP-Customer governance model to drive customer success
- Influences and leads a virtual team of resources from various LoBs, functions, and geographies by running effective cadence to achieve vision for the account with all internal stakeholders and participants
- Leads Integrated Account Planning and ensures that SAP/Rialtes footprint is expanded with involvement of all relevant LOBs and strategic engagement with partners
- Provides leadership around business value realization for the customer initiatives
- Experience in leading/influencing global teams and functions
- Focus on Customer satisfaction and advocacy to drive high level of NPS
- Creating a solid demand generation plan, leveraging multiple sources (i.e. sales plays, marketing events, demand generation assets etc.) and sales support teams

Qualification

- 15+ years of business experience in Technology Sales or Consulting with complex business software/IT solutions
- 5+ years of large account management experience/leading account teams
- 5+ years as (Associate) Partner at System Integrator or Business Management Consulting
- Demonstration of success with complex, long-cycle sales campaigns in a fast-paced, consultative and competitive market with strong negotiation skills
- Proven abilities on managing highly complex organizations/customers
- Experience with long term planning of resources, technology, and account structure & strategy
- Exceptional communication skills
- Business level English: Fluent
- Bachelor equivalent, post-graduation in management is preferred

Qualifications

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Requirements added by the job poster

- Bachelor's Degree
- Commute to this job's location
- 10+ years of work experience with SAP Products

Skills added by the job poster

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Direct Sales, Inside Sales, New Business Development, Quotas, SAP Products, S...