

## German-speaking presales consultant

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Company: LeverX

Location: Poland

Category: other-general

We are looking for an experienced German-speaking Presales Consultant who will join our team!

### **Responsibilities:**

Deals Support: Deliver presentations covering SAP and partner software solutions to customers (remote and on-site).

Prepare and show value-based demonstrations in support of sales cycles (including personalization of materials based on the customer requirements).

Execute requirements gathering sessions with representatives from the customer in order to understand their needs.

Demonstrate deep knowledge of SAP solutions and appropriate industries;

RfX proposals preparation. Knowledge transfer to the implementation team as part of the post-sales process. Demand Generation: Support sales and marketing events both on-site and remotely. Collaborate with the sales team to identify whitespace opportunities at accounts.

Sales Readiness: Participate in demo system configuration by raising demand and providing valuable feedback about customers/industry needs. Participate in configuration and testing.

Implementation Projects Support: Involvement in deployment project as SAP consultant based on project needs, capacity, and workload.

### **Requirements:**

5+ years of presales experience and deep knowledge of SAP solutions.

Excellent command of written and spoken German (Advanced, must have), command of English is a substantial plus.

Functional knowledge in SAP MM, SAP QM, SAP SD.

Functional knowledge in SAP S/4HANA and SAP Ariba is a substantial plus.

Experience in all phases of the presales process.

Excellent presentation and communication skills, confidence to present & lead meetings.

Practical knowledge and experience in working with clients (remote and on-site).

Highly self-organized and precise.

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Area

Consulting

Location

Lithuania, Uzbekistan, Poland

Technology

SAP

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