



Are you looking for more creative freedom, more personal fulfillment and even more team spirit? **Then SNP is the right place for you!**

The **SNP Group** isn't just another SAP software and consulting firm. Our unrivaled platform streamlines transformation processes in ways that others can only dream of. As pioneers in data transformation, we revolutionize the way companies future-proof their system landscapes with our software platform SNP Kyano and the BLUEFIELD™ approach.

No matter your role, **Starting at SNP** offers you the opportunity to work with the best minds in the industry and develop unparalleled solutions trusted by some of the world's largest companies. Leveraging our expertise to empower our customers to achieve their goals is what drives us as a team at SNP.

Help us shape the digital future of organizations across the world by applying now as a

## Global Strategic Alliance Manager (f/m/d)

You can work remotely or at our location(s) in Germany, Spain, France, Switzerland, Austria or Slovakia

### Your Mission: Join our team!

- Expansion and business development of strategic alliances with our existing business partners
- Coordination of new business and initiation of potential collaboration deals with SAP consulting and implementation partners, SAP system houses and global system integrators
- Development of new business and service models
- Implementation of sales and marketing activities in cooperation with the persons responsible
- Partner enablement: Support and supervision of business partners to develop their SNP

### What we are looking for: Your profile

- Several years of experience and a proven track record in the acquisition of key accounts or strategic partners
- Strong affinity for sales and a competent and customer-focused manner
- Experience in creating business plans
- Good technical skills and the ability to quickly familiarize yourself with new topics, ideally experience in the SAP environment
- Ability to make decisions and work independently
- High level of commitment, strong communication skills and flexibility

software and sales expertise

- Driving Innovation: together with our partners we want to drive innovation and create new business models

- Very good negotiating skills with C-Level in German and English, both written and spoken
- High willingness to travel internationally

## Be More @SNP: Discover your full potential

**New prospects:** At SNP, you will work in an international, diverse environment where you feel truly valued. You will not only shape our growth and success, but also that of our customers.

**Strong alone, unbeatable together:** Together, we will rise to every challenge, no matter how demanding. Together, we are unstoppable.

**Personal growth:** As a dedicated team member, you can quickly take on more responsibility. We will support you with tailored development measures.

**Flexible work:** We define your preferred working hours and place of work together with you.

**More than just a salary:** We offer a range of additional benefits: Supplementary company health insurance, company pension scheme, capital-forming payments, sabbatical, job bike, Deutschlandticket and other mobility solutions, childcare subsidy for non-school-age children, gym subsidy, employee shopping discounts and much more.

Apply Now

## Contact

Friederike Rauter | Talent Acquisition Specialist | [+49 6221-6425-163](tel:+4962216425163) | [karriere@snpgroup.com](mailto:karriere@snpgroup.com)



DATA. TRANSFORMATION. EXPERIENCE.