



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

(Senior) Partner Manager DACH (f/m/d)

You can work remotely or at our location(s) in Heidelberg, Hamburg, Berlin, Thale, Magdeburg or Munich

Your Mission: Join our team!

- You will be a key driver in expanding and deepening our partner ecosystem in the SAP market. You combine strategic thinking with hands-on execution and know how to build trusted relationships that create long-term value — for partners and for SNP
- Expand and strengthen our partner network, focusing on SAP consulting and implementation partners, SAP system houses, and global system integrators
- Identify, initiate, and develop new business opportunities and strategic collaborations to grow our joint footprint in the DACH market
- Act as the central point of contact for partners — from strategic alignment with management to

What we are looking for: Your profile

- You are a natural networker and relationship builder — empathetic, confident, and goal-oriented. You thrive in dynamic environments and enjoy driving business forward
- Several years of experience in partner management, business development, or strategic sales, ideally in the SAP ecosystem or SaaS environment
- Proven track record as a Hunter – you know how to open doors, build trust, and close deals
- Ability to engage and present at Management / CxO-Level, while staying close to operational execution

operational support for sales and marketing initiatives

- Develop innovative business and service models together with partners to drive mutual success and innovation
- Support and enable partners in building their expertise around SNP software and offerings
- Strong entrepreneurial mindset and experience in developing partnership or go-to-market plan
- Excellent communication, negotiation, and relationship management skills
Independent, structured, and proactive working style with a high degree of ownership
- Fluent in German and English, both written and spoken
- Willingness to travel within DACH

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.

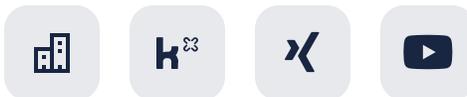
Flexible work: We define your preferred working hours and place of work together with you.

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

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DATA. TRANSFORMATION. EXPERIENCE.