



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) Account Manager Spain (f/m/d)**

You can work at our location in Madrid

### **Your Mission: Join our team!**

- Responsibility for the entire sales process - from acquisition and proposal preparation to order negotiation
- Acquisition of new customers on the market in Spain and Portugal
- Developing and clarifying requirements in close coordination with the customer
- Definition, organization and coordination of pre-sales activities
- Representing the customer and their requirements to internal consulting and product teams
- Systematic support for existing customers and expansion of business relationships

### **What we are looking for: Your profile**

- Profound experience in sales activities and account management in the Software Consulting field (ideally in the SAP environment)
- Proven responsibility for budget and project planning
- Strong networking skills and empathy to build and maintain long-term business relationships
- Analytical skills and the ability to quickly work through complex issues as well as a fundamental interest in software and its possible applications
- Goal-oriented working style, independence, flexibility and ability to work under pressure
- Willingness to travel

- Coordinating existing projects/programs as contact person for the customer
- Excellent written and spoken communication skills in English and Spanish, French is an advantage

### **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 such as supplementary company health insurance

Apply Now

### **Contact**

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**DATA. TRANSFORMATION. EXPERIENCE.**