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**LOCATION**

Walldorf

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**WORK AREA**

Software-Development Operations

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**EXPECTED TRAVEL**

0 - 10%

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**CAREER STATUS**

Professional

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**EMPLOYMENT TYPE**

Regular Full Time

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**CONTACT**

Recruiting Hotline: +49 6227 7-48599

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**ADDITIONAL INFORMATION**

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**REQUISITION ID**

233262

## Solution Expert (f/m/d) for SAP Intelligent Robotic Process Automation (RPA)

SAP's vision is to help the world run better and improve people's lives. As the cloud company powered by SAP HANA®, SAP is a market leader in enterprise application software, helping companies of all sizes and industries run better. SAP empowers people and organizations to work together more efficiently and use business insight more effectively. SAP applications and services enable our customers to operate profitably, adapt continuously, and grow sustainably. At SAP, we believe in the power of collaboration and empower our employees to perform at their best in an environment that encourages free and open expression of ideas. You'll work alongside creative thinkers who share your interests, while turning big ideas into reality for our customers. With innovative job training, mentors to help you grow, and the flexibility to balance your work and personal life, you'll be able to get more out of your career. It's no wonder that some of the sharpest minds from around the world are working for a company that is consistently recognized as a global top employer.

Now it's your turn to take the next step and help make the world Run Simple.

### PURPOSE AND OBJECTIVES

Technology & Innovation (T&I) is responsible for SAP's overall platform and technology development such as SAP Cloud Platform and SAP HANA. In addition, T&I drives the incubation and adoption of intelligent technologies like Analytics, SAP Leonardo Machine Learning and IoT across SAP's product portfolio. The T&I board area is also in charge of SAP's global innovation agenda and builds a new business model- and market-driven innovations to help customers realize the most business value.

SAP Intelligent RPA is part of SAP's intelligent technologies portfolio and one of the key drivers of the Intelligent Enterprise. It is our mission to infuse all enterprise applications with a high level of automation and to empower our customers to make the most of their business data. We enable our customers to run their businesses at maximum efficiency. Our teams are located in Germany, France and India and exemplify a start-up like, innovative work environment. Robotic Process Automation covers a wide variety of use cases, resulting in the fact that also buying centres are various. A, on the one hand, focused but also extensible and scalable Go-To-Market strategy is key to the further success of our product in a highly competitive market segment.

We are looking for a Solution Expert (f/m/d), that is centrally driving Go-to-Market strategy, creation of sales channels, field enablement and also customer acquisition and thought leadership along SAP Intelligent RPA..

### EXPECTATIONS AND TASKS

Your tasks include:

- Build strategic field engagement and enablement plan, to make full use of all available and suitable Go-To-Market channels at SAP.
- Overall responsibility for the product's strategic and tactical work with customers and the respective field organizations.
- Create and execute Go-to-Market plans towards milestones.
- Operationally project manage Go-to-Market delivery, commercialization processes across lines of with pricing council preparations. This also includes the creation of field assets like scorecards, value maps or competitive pitch decks.
- Standardize Go-to-Market assets for references and success stories creation for SAP field key multiplication.
- Help to shape the product roadmap by consolidating customer feedback and roll out upcoming product features.
- Drive engagements with customers through various SAP and external events.
- Support various forms of customer-facing activities for the product from readiness to launch to ongoing support and updates.
- Drive product-related customer and field enablement and communication activities.
- Create visibility of product-related customer adoption
- Build a strong network with SAP's field organizations.

### EDUCATION AND QUALIFICATIONS / SKILLS AND COMPETENCIES

Required skills and competencies are:

- Degree in Business Administration or Computer Science or related fields
- Experience in business development and Go-To-Market planning and execution
- In-depth knowledge and tangible experience within SAP product portfolio, especially Robotic Process Automation
- Extensive SAP field network, and experience with business process automation projects
- Strong analytical and communication skills (focusing on persuasion and presentations skills to present in front of C-level)
- Very strong customer focus + business acumen, and proven track record around product enablement and product training.
- Eager to work in an international, multi-cultural environment, and ability to pick up knowledge in new areas very fast
- Excellent English communication skills - both written and spoken

### WORK EXPERIENCE

Minimum of 4-6 years of professional experience in enterprise software business development, partner management, sales, pre-sales or consulting.



#### **WHAT YOU GET FROM US**

Success is what you make it. At SAP, we help you make it your own.

A career at SAP can open many doors for you. If you're searching for a company that's dedicated to your ideas and individual growth, recognizes you for your unique contributions, fills you with a strong sense of purpose, and provides a fun, flexible and inclusive work environment – apply now..

#### **SAP'S DIVERSITY COMMITMENT**

To harness the power of innovation, SAP invests in the development of its diverse employees. We aspire to leverage the qualities and appreciate the unique competencies that each person brings to the company. SAP is committed to the principles of Equal Employment Opportunity and to providing reasonable accommodations to applicants with physical and/or mental disabilities. If you are in need of accommodation or special assistance to navigate our website or to complete your application, please send an e-mail with your request to Recruiting Operations Team (Americas: [Careers.NorthAmerica@sap.com](mailto:Careers.NorthAmerica@sap.com) or [Careers.LatinAmerica@sap.com](mailto:Careers.LatinAmerica@sap.com), APJ: [Careers.APJ@sap.com](mailto:Careers.APJ@sap.com), EMEA: [Careers@sap.com](mailto:Careers@sap.com)). Successful candidates might be required to undergo a background verification with an external vendor.