

SAP Presales Architect - Finance

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Company: NTT DATA

Location: United Kingdom

Category: computer-and-mathematical

SAP Pre Sales Architect – SAP Financials

NTT DATA Business Solutions -

NTT DATA Business Solutions Group is part of the NTT DATA Corporate Group a top global IT services provider, headquartered in Tokyo, operating in more than countries.

We combine a global reach with local intimacy to provide premier professional SAP services from deep industry expertise consulting to applied innovations in digital, cloud, automation, and system development to business IT outsourcing.

As a global SAP Platinum Partner, NTT DATA Business Solutions Group leverages its global expertise to deliver quality outcomes whether you are a multi-national or operate in a single country. With over , SAP experts across countries, we have the capability and reach to help you solve real problems and seize the next opportunity for growth around your SAP strategy and operations.

Our global award winning SAP practice, differentiated by innovation is the undisputed leader in SAP S/4HANA. With about SAP HANA clients and more than SAP S/4HANA clients. Our clients trust our deep experience and proven approaches - all around the world.

POSITION DESCRIPTION OVERVIEW

A fundamental part of our growth strategy is to accelerate the development and expansion of our SAP Financials business. As we continue to grow we need to invest and further extend our capabilities and services to both attract new customers in both the upper mid-market & lower enterprise space and to better serve our existing customers demand and requirements.

As such we now wish to appoint a senior role to be responsible for the future business development of this important line of business. In summary this key appointment will be responsible for management and co-ordination of the three key business development functions

1. Pre-Sales support and service design -

Working closely with the sales functions and SAP Financials business, responsible for the management, co-ordination and oversight for the preparation and delivery of Finance sales support including RFP responses, proposal preparation, solution design, service estimates, commercial governance, system demonstrations, client engagement and client presentations throughout the sales lifecycle.

2. Refinement 'Go-to Market' (GTM) strategy and approach -

Consulting and collaborating with both key stakeholders, our sales teams and our SAP Financials team, will be directly responsible for leading, refining and evolving our SAP Financials GTM strategy (targeting both upper mid-Market and the lower large Enterprise market spaces) via our service portfolio and propositions to include 'Fit4Future' advisory services, service packages, innovations, service assets and 'Run Better' packages

3. Solution Advisory delivery -

Lead and, or support our Solution Advisory engagements with Customers to act as a trusted advisor around their SAP solutions, supporting Fit4Future advisory for roadmaps including path to S/4 as well as developing living roadmaps and documenting transformation opportunities. Support our install base customers as a named Solution Advisor supporting regular Customer Business Reviews as required.

Responsibilities and Expectations

1 Consulting with key stakeholders and SAP Financials functions, will be directly responsible for leading, defining and agreeing our SAP Financials GTM strategy, service portfolio and propositions to include advisory services, service packages, innovations and service assets

2 Working with the marketing and sales teams assist in SAP Financials capability and propositions by provision of digital content, thought leadership, campaign support, social media engagement, events, webinars and the development of customer advocacy

3 Contribute to deal competitor analysis and development of win strategies

4 Working closely with the sales functions and SAP Financials business, responsible for the management, co- ordination and oversight for the preparation and delivery of all SAP Financials sales support including;

Preparation of high-quality RFP responses

Preparation of compelling SAP Financials proposals

Engaging with client to define and establish requirements and outcome

Comprehensive and innovative service design that balances fulfilling client requirements, optimising cost of ownership and delivering value within the scope of our service portfolio and client budget.

Preparing commercially viable service estimates that balance and optimise global, local and group resourcing to ensure competitiveness and profitability are optimised.

Presenting the solution approach and methods to client stakeholder groups

Preparation and delivery of customer demonstrations using SAP

High quality client engagement and client presentations throughout the sales lifecycle.

Supporting the development of deal specific pricing and commercial strategies and commercial (client) dialogue

Working with the SAP Financials delivery directors draft the solution elements of contracts and participate in commercial negotiation

5 Acting as Bid QA manager to ensure governance on SAP Financials bid and proposals to include;

Ensuring that all estimates, costs, and service provisions are validated by SAP Financials team

Ensuring proposals are subject to NDBS approval framework

6 Handover to SAP Financials delivery teams for and support service implementation, service transition and service introduction activities

7 Build and maintain strong working relationships with colleagues within our SAP

Financials teams, delivery centres and contribute to the development of the broader NDBS solution Global SAP Financials community

8 Refinement of our 'Fit4Future' advisory services that can be delivered to our customers and prospects through our customer success framework to include;

S/4 Move advice and guidance.

Finance transformation opportunity identification

Development of living roadmaps

9 Working and collaborating with the SAP Financials Team managers, identify 'Run Better' service packages and innovations that can be designed and delivered to our customers.

PERSONAL PROFILE – SKILLS AND COMPETENCIES

Core Skills & Competencies

Accounting qualifications

SAP Presales certifications – ideal but not mandatory for role

SAP Financials certifications

Excellent knowledge of SAP Financials architecture and experience across modules

Multi industry sector knowledge and experience

Experience and knowledge of SAP Products to include;

SAP Public and Private cloud knowledge

ECC Knowledge

Understanding of the routes to S/4 for ECC Customers

Soft Skills

Must have excellent presales soft skills: excellent facilitation, presentation & personal communication skill sets

Ability to build strong relationships at all levels within Customer & Prospects

Ability to operate at a senior level within NDBS effectively liaising, influencing, and communicating at both director and exec level across all functions of the business.

Possess a high level of motivation and ability to work in a dynamic and challenging environment with a high level of self sufficiency

Possess a strong commercial acumen and be capable of taking a value-based approach

to selling leveraging NDBS assets, resources, capabilities, and solutions.

Be able to confidently facilitate workshops and design thinking sessions to drive innovation and value for both customer and prospects.

Excellent English language skills both written and verbal.

Demonstrate a structured and professional approach to written and oral communication and presentation

GENERAL

You will be expected to follow relevant policies, procedures and work instructions, and report to the appropriate superior if objectives cannot be met or a problem occurs, the resolution of which is outside the scope of your authority.

The jobholder is empowered with the necessary authority to make decisions appropriate to the execution of the responsibilities and tasks outlined. The above Job Description does not limit the employee in executing their job in concurrence with his main area of responsibility or other relevant jobs that they may be required to do.

NTT DATA is an equal opportunities employer. Please advise us should you require special arrangements for the interview process.

You must be eligible to work in the UK and prepared to undergo high level security clearance.

Thank you for your interest in NTT DATA Business Solutions! We are thrilled to offer an exceptional compensation package that includes competitive salaries, comprehensive health and dental benefits, Flexible Paid Time Off, paid holidays, a k plan, and remote work opportunities, among many other fantastic benefits. We take great pride in our firm's high-growth trajectory and are always on the lookout for top talent to join our team.

Please note that employment with NTT DATA Business Solutions is subject to the successful completion of a satisfactory background check, and we participate in E-Verify. We kindly ask that all applications be submitted directly and not through third-party agencies.

We encourage you to consider becoming a part of our dynamic and innovative organization. Thank you for your interest, and we look forward to hearing from you soon!

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