



Job title: SAP Product Sales Executive

Role type: Permanent

Location: Skelmersdale / Travelling

Salary: Competitive, plus excellent benefits package

The Role:

You will be joining a successful sales team where you will quickly become another dedicated driving force of new business development for a range of cutting-edge mobile application technologies. The role requires critical thinking as you help solve your new and existing client challenges through the use of this unique technology which has been purposely developed by The Config Team to solve business problems. To assist you with building your new account portfolio you will be supported by a high performing team of Sales Managers, Sales Leadership, Marketeers and expert Consultants.

Key responsibilities:

- To take ownership of the end to end sales cycle and the sales budget.
- Create new business software sales through networking, cold calling, direct enquiries, existing customers, partners and any other creative avenue to new business.
- Construct and deliver engaging sales pitches and demos independently or as a team.
- Construct commercially viable business proposals for new and existing customers.
- Contribute to improvements of sales and marketing material.
- Maintain and develop strong industry knowledge of the Supply Chain.
- Provide quality service to delight clients.
- Take ownership of developing effective sales plans and sales methodology.
- To maintain, input and update sales data into the CRM system.
- Build strong internal stakeholder relationships.
- Attend relevant industry events as necessary domestically and internationally.

Required skills:

As the SAP Product Sales Executive, you will have;

- Minimum of 1- 2 years' experience of working in software or supply chain sales.
- Proven track record of achieving sales targets and be results oriented.
- Good experience of exploring sales opportunities via multi-channel marketing.
- Excellent levels of communication and written English skills.
- Experience with quotations and negotiating business commercials.
- Excellent internal and external stakeholder management skills.
- Positive approach to team work.
- Passion to improve, and the ability to solve business problems through the use of IT.
- Experience of selling into different industry sectors.

Desired experience:

- Have a keen interest in the latest supply chain and technology developments.
- Demonstrate good knowledge of supply chain processes.
- A successful track record of selling; mobile applications, SAP, Microsoft dynamics, Epicor, Oracle or JD Edwards software or hardware into the supply chain.
- University educated with either an IT or Business-related degree.
- An understanding of selling through partner channels.



About us:

We are The Config Team, an Investors In People Gold Award winning SAP Silver Partner, where our reputation precedes us as the leading SAP logistics solutions specialists. We're a bunch of innovative SAP experts within logistics who are proud of our collaborative, supportive and friendly culture & with a passion to delight our Customers.

Over the past 24 years The Config Team has gone from strength – strength through constant exposure to deep and complex logistical challenges. We continue to pave the way and create ground breaking and innovative SAP solutions allowing our clients to achieve process excellence in all aspects of the supply chain.

The knowledge rich and development friendly environment means there are lots of exciting developments happening at The Config Team. We have developed over 150 mobile applications, and with global projects happening across a range of industries, we continue to challenge traditional thinking to optimise business performance around the globe.

Benefits:

- 32 days holiday per year including statutory UK Bank Holidays.
- Private Bupa health care cover.
- Computershare cycle to work scheme.
- Computershare childcare vouchers.
- Employee Assistance Programme (EAP).
- Legal cost discounts.
- Up to 5% pension contribution.

**This is a fantastic opportunity for the right individual, please submit your CV to:
Recruitment@theconfigteam.co.uk**