



Working at SNP means to experience the flair of a technology start-up paired with the expertise of 30 years in the industry and more than 14,500 successfully completed projects. We are always looking for people who show initiative and stand out for their commitment, skills and talent. If this sounds like you, then get involved as:

Senior Account Manager France (f/m/d)

What this job looks like

- Responsible for the entire sales process - from acquisition and proposal preparation to order negotiation
- Acquisition of new customers on the French market
- 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
- Coordinating existing projects/programs as contact person for the customer

Your Profile

- Native French speaker, and permanent residence in France
- 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
- Very good written and spoken communication skills in English

Be More @SNP

- At SNP, we offer an environment that motivates you and enables you to motivate others. We call this our **“be more principle”**. You are encouraged to drive innovation every day. You are always striving to set yourself goals to achieve outstanding results
- **Mobile Work** - What matters is the work result, not your place of work
- **Be mobile** - our mobility policy offers you a flexible selection of options such as a company car, job bike or rail card
- **We trust you** - You decide on your working hours
- **Stay active** and benefit from our fitness cooperations
- **Continue to develop yourself** - take advantage of our diverse training portfolio
- **Corporate Benefits** - You receive discounts from well-known manufacturers & brands
- **Company- and Teamevents** guarantee you a lot of fun at SNP
- And much more

Apply now

Contact

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