



PR/096578 | SAP B1 Manager (Presales)

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1575404

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

February 3rd, 2026 10:43

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

Our client is a leading ICT and digital solutions integrator in Southeast Asia. The organization serves over a thousand clients across multiple industries and operates in several ASEAN countries.

They are looking for a SAP B1 Manager to lead pre-sales, project delivery, and a team of consultants to grow the SAP Business One business. This role requires strong SAP B1 expertise, customer engagement skills, and proven leadership.

JOB RESPONSIBILITIES

Pre-Sales

- Conduct requirement discovery and design SAP B1-based solutions.
- Deliver demos, presentations, and PoCs.
- Support RFI/RFP responses, proposals, and quotations.

- Work with sales on scoping, costing, and timelines.
- Build and manage customer and partner relationships; grow opportunities.

Project Management

- Lead full lifecycle SAP B1 implementation projects.
- Develop project plans, schedules, and risk assessments.
- Facilitate workshops, blueprinting, testing, UAT, and cutover.
- Ensure delivery meets scope, budget, and quality.
- Provide post-go-live support and oversee smooth transition to support teams.

Team Leadership

- Lead and mentor functional and technical consultants.
- Oversee workload, delivery standards, and performance management.
- Drive knowledge sharing and training.
- Support recruitment and maintain accurate customer/prospect records.
- Ensure compliance with internal SOPs and governance.

JOB REQUIREMENTS

- Bachelor's degree in IT, Business, Accounting, or related fields.
- Pre-sales experience is mandatory. SAP B1 certification preferred; PMP/Scrum Master is a plus.
- 5–8 years SAP B1 implementation experience; PM/Team Lead preferred.
- Strong hands-on SAP Business One expertise (functional or techno-functional).
- Knowledge of key SAP B1 modules (Finance, Logistics, Sales, Purchasing, Production).
- Experience with add-ons, integration, SQL/HANA is an advantage.
- Proven ERP project management and customer-facing leadership.

Working Location: Singapore

Syahirah Binte Ahmad Ja'afar (R22105331)

JAC Recruitment Pte. Ltd. (90C3026)

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Company Description