



Education Solution Architect – SAP Education

Vibrant, global leading-edge opportunity

募集職種

採用企業名

SAPジャパン株式会社

求人ID

935253

部署名

SAP Education

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

勤務形態

正社員

勤務地

東京都 23区, 千代田区

給与

経験考慮の上、応相談

更新日

2019年08月23日 01:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

日本語レベル

ネイティブ

最終学歴

大学卒: 学士号

現在のビザ

日本での就労許可が必要です

募集要項

ABOUT SAP

As market leader in enterprise application software, SAP helps companies of all sizes and industries run better. From back office to boardroom, warehouse to storefront, desktop to mobile device – SAP empowers people and organizations to work together more efficiently and use business insight more effectively to stay ahead of the competition.

PURPOSE AND OBJECTIVES

- The Education Solution Architect is responsible for supporting our Services sales teams to devise and position value-based

customer user adoption solutions, utilizing SAP Education software, digital training, development and delivery services solutions.

EXPECTATIONS AND TASKS

- Actively establish client relationships at all stakeholder levels, characterized by mutual trust and respect.
- Act as trusted advisor with regards to educational requirements throughout the entire SAP software lifecycle.
- Identify opportunities for, and resistance to, change and work with the client to manage change processes.
- In conjunction with the Sales teams, develop individual customer user adoptions strategies and plans to support the full software lifecycle, ensuring maximum return on customer investment.
- Act as an evangelist for SAP Education and SAP Services, identifying opportunities for further SAP enablement engagements. including Education Strategy consulting, software licensing, project management, change management and training.
- Provide solution expert support to Account Executives and Services Sales, including customer-facing engagements, RFP responses, educational requirement qualification, demonstration of Education software products and internal knowledge transfer.
- Support the VAT with change management, learning architecture and CCoE engagements to maximize education revenue opportunities and to offer a complete customer solution.
- Ensure current and comprehensive personal understanding of all Education offerings (software and services), and other appropriate Services solutions.

スキル・資格

EDUCATION AND QUALIFICATIONS / SKILLS AND COMPETENCIES

- Superior oral and written communication and presentation skills.
- Excellent knowledge of English (spoken, written), other Asian languages advantageous.
- Intercultural experience and sensitivity.
- Ability to work on projects both independently and collaboratively.
- Excellent Project Management skills.
- Sound business acumen to understand and comprehend complex business requirements and translate into enablement strategies that meet business priorities.
- Expert knowledge of the full Education portfolio of software and services.
- Solid understanding of organizational change management.
- Ability to articulate the benefits and value of the SAP Education software portfolio.
- Understanding of key educational and change management standards, leading practices and research.

WORK EXPERIENCE

- 5 plus years extensive experience in education solutioning, pre-sales or delivery roles.
- Proven track record of successful customer engagements.
- Experience in working with virtual account teams.
- Experience in decision making within own area of responsibility / project.

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
APJ: Careers.APJ@sap.com

Successful candidates might be required to undergo a background verification with an external vendor.

会社説明

About SAP Japan

As a market leader in enterprise application software, we help companies of all sizes and industries run better. From back office to boardroom, warehouse to storefront, desktop to mobile devices – SAP empowers people and organizations to work together more efficiently and use business insight more effectively to stay ahead of the competition. SAP applications and services enable more than 296,000 customers in 190 countries to operate profitably, adapt continuously, and grow sustainably.

SAP started in 1972 as a team of five colleagues with a desire to do something new. Together, they changed enterprise software and reinvented how business was done. Today, as a market leader in enterprise application software, we remain true to our roots. That's why we engineer solutions to fuel innovation, foster equality and spread opportunity for our employees and customers across borders and cultures.

SAP values the entrepreneurial spirit, fostering creativity and building lasting relationships with our employees. We know that a diverse and inclusive workforce keeps us competitive and provides opportunities for all. We believe that together we can transform industries, grow economics, lift up societies and sustain our environment. Because it's the best-run businesses that make the world run better and improve people's lives.