Vill du satsa på en karriär som säljare och spendera 3 månader i Kalifornien?

Världens ledande affärssystemleverantör SAP söker just nu talangfulla personer till SAP Academy for Sales. Vi erbjuder en fantastisk möjlighet att utvecklas och du får verktygen du behöver för en framgångsrik säljkarriär på SAP. Under totalt 9 månader spenderar du 3 månader i Kalifornien samt 6 månader i Sverige.

Läs mer om vem vi söker och hur du kan ansöka en plats på SAP Academy for Sales.

EXPECTATIONS AND TASKS

- Actively assist in completing territory business plans to generate 4x pipeline
- Take a leading role in identifying and qualifying opportunities
- Effective Account and customer relationship management
- Support and drive customer events
- Develop and drive strategy for their designated territory, prospects and customers
- Help drive individual and Account Executive quota attainment

EDUCATION AND QUALIFICATIONS / SKILLS AND COMPETENCIES

Completion of a Bachelor’s degree or equivalent is required with an expectation of being in the top 50 percentile of class. Preference will be given to graduates with a Sales related degree or concentration in a Sales curriculum; Business Administration, Software, Marketing and Communications, Business Logistics (SCM) and Hospitality. Candidates should display the following competencies and requirements:

- Demonstrated leadership in curricular and extra-curricular activities
- An aptitude and passion for public speaking
- Strong interpersonal skills
- Self-starter who is curious and creative
- Possess a strong desire to work in a dynamic, fast paced sales organization providing demand generation & deal execution support
- Relationship oriented possessing an aptitude for quickly creating and nurturing connections with others
- Be eager to excel in a vigorous, structured 9-month training program with significant quarterly certification requirements
- Possess strong business aptitude and working knowledge of at least 1 industry
- Be able to rapidly assimilate and distil complex topics in the form of a presentation
- Be willing to train in Dublin, California for a period of 3 non-consecutive months over the 9-month training program. Be willing to potentially relocate after completion of the 9-month program.
- Fluent in English & Swedish, written and spoken

WORK EXPERIENCE

- Work experience including internships is preferable
- Relevant coursework/projects that demonstrate your communication and interpersonal skills, as well as a strong work ethic that delivers high quality deliverables