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S/4 HANA Cloud Demo Specialist Job

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Date: Sep 22, 2017

Location: Dallas, TX, US

Company: SAP

Requisition ID: 144134

Work Area: Presales

Expected Travel: 0 - 20%

Career Status: Professional

Employment Type: Regular Full Time

COMPANY DESCRIPTION

As market leader in enterprise application software, SAP helps companies of all sizes and industries innovate through simplification. From the back office to the boardroom, warehouse to storefront, on premise to cloud, 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. SAP applications and services enable customers to operate profitably, adapt continuously, and grow sustainably.

PURPOSE AND OBJECTIVES

The S/4HANA Cloud Presales Strategy team is seeking a Demo Specialist to create compelling demo and trial content through every aspect of the customer journey. You'll develop assets for sales and presales that articulate differentiated business value in the language of the customer, inspire digital transformation, and position SAP as the digital core of the customer's enterprise. This is a cross-functional role that interacts with colleagues in a multitude of departments including, but not limited to, Sales, Marketing, Product

Management, Solution Experience, and Value Engineering. If you possess strong knowledge of SAP business software solutions, can grasp and translate technical capabilities into tangible business benefits, and have a creative side just itching for a challenge, then this is the job for you!

EXPECTATIONS AND TASKS

- Create compelling product-related media, e.g., sales collateral, discovery videos, webinar content, demo/trial stories that differentiate S/4HANA Cloud in the market
- Understand and articulate the S/4HANA Cloud portfolio in terms of the customer value proposition
- Be the expert on buyers of Cloud ERP; understand the buyer personas, how they buy and their buying criteria
- Partner with Marketing to develop and execute programs that drive demand
- Develop sales and presales enablement assets that communicate the value proposition and support the selling process of S/4HANA Cloud
- Structure content and select distribution channels appropriate to the needs of your target audiences
- Collaborate with internal and external stakeholders to constantly improve the quality of your deliverables

EDUCATION AND QUALIFICATIONS / SKILLS AND COMPETENCIES

- Bachelor's Degree (or, equivalent) in business, marketing, or technology
- Very strong written and verbal communication skills
- Excellent stakeholder management skills, ability to collaborate and communicate effectively with team, peers, and management
- Self-motivated, results-driven, able to deal effectively with a certain degree of ambiguity/autonomy, and capable of making sound decisions
- Strong customer facing communication and presentation skills
- Open minded, problem-solving aptitude and positive spirit
- Eagerness to work with new technologies
- Willingness to “roll up one’s sleeves” and assist wherever needed

WORK EXPERIENCE

- 5+ years of enterprise software experience, with at least 2 years' experience in a field facing role
- Demonstrated subject matter expertise in one or more facets of ERP
- 2-5 years' experience in cloud computing

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 interested in applying for employment with SAP and 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 (Americas: Careers.NorthAmerica@sap.com or Careers.LatinAmerica@sap.com, APJ: Careers.APJ@sap.com, EMEA: Careers@sap.com). Requests for reasonable accommodation will be considered on a case-by-case basis.

EOE AA M/F/Vet/Disability:

Qualified applicants will receive consideration for employment without regard to their age, race, religion, national origin, gender, sexual orientation, gender identity, protected veteran status or disability.

Additional Locations: Virtual - USA

Nearest Major Market: Dallas

Nearest Secondary Market: Fort Worth

Job Segment: Cloud, ERP, Engineer, SAP, Product Manager, Technology, Engineering, Operations

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