

## **Business Development/ Marketing Associate (SAP)**

### **#SGUnitedTraineeships**

Join a world-class SAP Consulting Firm in Singapore for an exciting Traineeship in the area of Sales / Marketing / Business Development. If you are passionate about IT, want to build on your existing sales skills, speak fluent English, have a convincing and persuasive personality, and are ready for exciting challenges, then send us your resume!

#### **About Us:**

Axxis Consulting is an SAP Platinum Partner, and a leading SAP Solutions Provider with over 100 customers and 50 SAP experts. We have offices in Singapore and Malaysia, and customers across Asia, who rely on us for solutions such as S/4HANA, SAP ByDesign, SAP Business One and C/4HANA. Specifically for SAP CRM (C/4HANA) we support global companies across Asia and now also in Europe with SAP expertise. For more information find us at [www.axxis-consulting.com](http://www.axxis-consulting.com).

#### **Job Description:**

- Assisting the Sales Team to identify potential leads and prospects, and follow up on opportunities
- Developing a comprehensive list of customer and prospect companies that meet the requirements of the target market
- Supporting the business development lead with all aspects of activity related to building, tracking, and maintaining a healthy pipeline
- Understanding the critical importance of positive, respectful interactions with SAP customers and internal stakeholders
- Supporting the marketing team in the research, development, and reporting of marketing initiatives and materials
- Collaborating with the marketing team on marketing campaigns
- Creating materials for business development outreach
- Report to the Managing Director and work closely with the Business Development, Marketing and Consulting teams

#### **About You:**

- You have or are finishing your studies with an excellent Degree in Business and/or Marketing, or other relevant qualifications
- Possess a convincing personality and passion in Sales & Marketing and Business Development
- You are a self-starter with a strong interest for Enterprise Software and love to stay at the leading edge of IT
- Excellent/Strong written and verbal communication skills
- Unwavering attention to detail with a strong analytical mind-set
- Well organized and punctual
- Professionalism at all times in all aspects of the job
- Expert knowledge of the Microsoft Office suite, in particular, Outlook, PowerPoint, Word and Excel
- Ability, willingness, and aptitude to learn SAP enterprise software
- You can work independently, manage your time effectively, and take pride in what you do

**What We Offer:**

- A 12-months Traineeship, with a possible subsequent permanent opportunity to be part of a world-class SAP Consulting Team
- Hands on Lead Generation and Lead Management activities, and exposure in market needs and industry specific requirements
- Involvement from Marketing, Pre-Sales and Sales processes
- The chance to be at the leading edge of SAP Cloud deployment with a highly motivated international team

We believe in stretching the envelope. We do not spoon-feed, we do not babysit, we do not micro-manage. What we do is to help people grow and develop their capabilities - fast.

**International** – We believe in diversity and a global workforce. We have customers all over the world, and work with various cultures.

**Mutual Respect** – We trust each other and our respective strengths and treat each other with respect.

**Start-up Culture** – You hate red tapes and bureaucracy – so do we. We just want to get the job done and focus on solving customer problems.

**Adaptive and Flexible** – We believe in change and flexibility to accommodate changing customer requirements and environments

**Eligibility Criteria for SGUnited Traineeships:**

- Singapore Citizens and Permanent Residents, and
  - a. Graduated or graduating in calendar year 2019 or 2020 from ITEs, polytechnics, universities, or other educational institutions (e.g. private universities and overseas institutions; or
  - b. Graduated earlier from above institutions and completed National Service in 2019 or 2020
  - c. Come onboard the programme before 31 March 2021.

*\*Please note that only shortlisted applicants will be notified.*