

Business Developer - SAP

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Company: Planon

Location: Belgium

Category: computer-and-mathematical

Business Developer - SAP

Planon NV is a leading provider of real estate and facility management software. We aim to strengthen our market position by developing close collaborations with SAP, both directly and through integrators. To achieve this, we are seeking a talented and driven Business Developer.

This is what makes you successful in your role:

Identify new business opportunities and markets within the SAP integrations domain.

Build and maintain strong relationships with SAP and relevant integrators.

Develop strategic plans to foster collaboration with SAP and enhance Planon NV's market position.

Work on increasing Planon NV's visibility within the SAP ecosystem.

Negotiate and close agreements with potential partners and clients.

Belgium

Mechelen

Sales

Profile

A company is nothing without its people. Our diverse group of employees is the beating heart of

our business and the key to our collective success. To maintain our success, we need you to be entrepreneurial, client-oriented, and analytical. You have a proven sales track record and experience in B2B software sales. By acting as a trusted business partner who can discuss business processes with the customer, you can express your added value.

Our ideal candidate meets the following criteria:

Minimum 5 years of experience in a similar role, preferably within the software or technology industry.

In-depth knowledge of SAP and experience in developing collaborations in SAP-related projects.

Excellent communication and negotiation skills, Dutch, French and English (oral and written).

Strong network within the SAP community is a plus.

Self-starter with the ability to work independently and deliver results.

Bachelor's or master's degree in a relevant field.

We offer

A healthy work-life balance and the possibility of working hybrid. We encourage a collaborative and learning work environment, which is why we offer constant learning and meaningful training opportunities. In addition, we offer challenging projects with world-leading clients and extraordinary experiences. For this role we offer the following competitive benefits package.

Join us on our journey to become the recognised world leader in Smart Sustainable Building Management software solutions. How we do this? By putting our people at the heart of our company and creating an inspiring and safe environment that allows all of us to work, learn, live, and play.

Planon is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to any characteristic protected by applicable law.

Do you love building connections? So do we!

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