

Inside Sales License Specialist

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SAP, internal, some experience, internal role Belgium share on

At Delaware, we are proud to be SAP “VAR” (value added reseller) and Microsoft Expert MSP with all designations in our portfolio which means that we can sell and maintain licenses for our SAP and Microsoft customers. Next to specific administrative actions, we also expect our SAP/Microsoft License Audit Specialist to be pro-active and have commercial spirit.

Apply for Inside Sales License Specialist!

Thank you for your application.

We will get back in touch with you soon! Have a great day!

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Who are you?

You are customer minded and have commercial flair. The job is driven by customer satisfaction with an inch of sales DNA. You help our customers understand their license portfolio and guide them through the periodic SAP & Microsoft audit. You can count on our technical colleagues to perform the audit and you can translate the technical information towards the customer if needed. You have periodic alignments with the SAP and Microsoft

compliance team.

You keep track of the ongoing cloud renewals and actively contact our account team and the customer. You keep track of the newest insights and updates from SAP and from the SAP license 'market', same for our Microsoft portfolio.

You are efficient in keeping track of dozens of audits and you can give updates to the account team where needed. You are hands-on and pragmatic.

Last but not least, you help customers getting the best out of their cloud software!

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