

# Argentina Jobs Expertini®

## Market Development Representative - SAP Concur

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Company: SAP

Location: Buenos Aires

Category: other-general

### **We help the world run better**

Our company culture is focused on helping our employees enable innovation by building breakthroughs together. How? We focus every day on building the foundation for tomorrow and creating a workplace that embraces differences, values flexibility, and is aligned to our purpose-driven and future-focused work. We offer a highly collaborative, caring team environment with a strong focus on learning and development, recognition for your individual contributions, and a variety of benefit options for you to choose from. Apply now!

The Market Development Representative is a senior demand generation resource responsible for supporting Sales Pipeline through lead generation initiatives, campaigns and strategic stakeholder management.

The position is best suited for a candidate with a multi-year career within SAP who combines expertise in Sales/ GTM, Solution Strategy, Project Management, various Industries Management and with a proven ability to understand and navigate the SAP internal organization.

### **Key Responsibilities & Tasks**

Partner with Regional Sales Executives to develop a given territory and call on targeted account lists, build relationships with decision makers to identify project and business needs.

Proactively call into accounts by utilizing and maintaining our corporate database.

Create Account Strategy for selected accounts with SAP sales executives and SAP Concur sales executives

Define and map the Selected Accounts stakeholders and plan how to better open doors with each

Qualify all inbound and outbound leads

Overcome objections and effectively communicate SAP Concur's value proposition to key decision makers with Concur product offerings.

Deliver Discovery Sales intro calls to C-Level executives

Transfer qualified leads to the appropriate Regional Sales Executives via briefings and formal sales presentations.

Build and maintain strong relationship with the sales team through clear communication and follow-up.

Strong understanding of SAP Concur strategy connected with SAP Strategy, product offerings (ideally with background in the ISBN space), sales models, operations and customer related activities.

Well-rounded understanding of industry best business practices, SAP business practices, investment lifecycle and planning

Maintain up-to-date and extensive knowledge of all Concur product offerings.

Stay current on industry trends and maintain extensive knowledge of competitor's product offerings.

Achieve monthly pipeline goals set by the sales management.

Achieve monthly Qualified Leads target.

Actively participate in the innovation of new techniques and strategies for securing new accounts.

The Market Development Representative is also responsible for event's invitation support and proactive lead generation after each event.

Responsible for maintaining the quality of the database of contacts in Salesforce (SAP Concur CRM)

## **Experience & Language Requirements**

5+ years of experience in customer facing role

Business Development activities, phone-based lead generation, inside sales

Excellent presentation skills

Project Management skills

Strong written and verbal communication required.

Fluency in Spanish and English is required.

## **Job Specific Specialized Knowledge & Skills**

Must be enthusiastic, outgoing, and have high energy.

Strategic thinker with business acumen, who is solution oriented and driven to make decisions on opportunities in close cooperation with others.

Must be motivated by cold calling, asking probing questions and gathering information.

Must be a team player with strong initiative

Brings a high level of integrity and is very intelligent, confident, positive and flexible.

Willing to defer to the business owner colleagues when appropriate and take the lead when necessary.

Ability to quickly build extensive knowledge of SAP Concur's product offerings and that of competitors.

Ability to digitally stalk prospects leveraging all social channels and historical behaviors consuming SAP Concur assets/contents/events.

Ability to discuss and agree with Sales Reps on a power map of contacts for each account and define who will be responsible (Sales, MDR, Marketing) for each contact approach.

## **Education**

Bachelor's Degree or equivalent experience in account management, sales, phone-based

lead generation, project management, marketing or business.

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