

io-consultants provides integrated consulting, design and planning services for production, logistics and supply chain management, as well as for architecture and IT projects. Since our launch in 1958, we, as a lead consultant, have been helping clients with a wide range of tasks in the supply and value chain, from developing ideas into strategies to implementing complex industry projects.

At io-consultants, experienced specialists work in interdisciplinary teams. Together they create customized solutions and processes according to the specific requirements of each client. We call it: United to perform! The results are reliable, productive and efficient solutions that lead to measurable success.

With more than 280 employees, io-consultants is one of the leading technical consulting and planning companies at your service in eight locations across the world. Besides the headquarters in Heidelberg (Germany), the company has subsidiaries in Munich, Leonberg, Berlin, Bethlehem (PA, USA), Singapore, Dubai and Hong Kong.

## SAP Business Development Manager

We are looking for an SAP Business Development Manager to complement our team in the Bethlehem, PA office. Applicants should be able to appropriately identify the needs of both new and current clients in order to guide them through SAP digital supply chain projects. The successful candidate will develop an appropriate level of communication with prospective clients and our internal sales team to deliver our integrated consulting experience and value proposition to every client.

### Functions and responsibilities

- New client business acquisition
- Regularly connect with clients to identify opportunities for growth within our products & services domain
- Create and maintain healthy business relationship with existing & new clients
- Work cross functionally within the company to engage all stakeholders to ensure clients' success
- Guarantee client satisfaction in close collaboration with our consultants

### Requirements

- Bachelor's or Master's Degree from an accredited university
- Several years of experience in sales of consulting and product services in an SAP environment (Solution Selling), SAP EWM expertise is preferred
- Proven track record of successful sales
- Proven success in establishing and nurturing long lasting customer relationships
- Producing sustainable growth for the short and long term
- Ability to recognize, structure and qualify possible opportunities with clients
- Ability to persuade and sell client on offered solution
- Willingness to travel as needed up to 100%
- Knowledge in an SAP and SCM environment (medium-sized and large companies)
- Visa sponsorships are not available for this position

### Opportunities

At io-consultants we are offering you a challenging and exciting position within our team working to provide customized business solutions to our varied clients. You will find a comfortable work environment with a modern open plan office setting. io-consultants is offering a competitive salary package combined with company benefits and an individual training program.

Did we spark your interest? We are looking forward to receiving your resume and a cover letter describing why you are the right fit for this position.

Please send your [online application](#) to Krystyna Pfeifer, quoting reference number #01227.

