

Job Title: Partner Sales Manager, South-East Asia
Department: Sales
Reports to: Vice-President, SEA
Location: Singapore



Looking to unleash your potential, find deeper personal fulfilment, and thrive in a collaborative team environment? At **SNP**, we provide the perfect platform for you to grow, innovate, and make a meaningful impact!

Our COMPANY

SNP Group is a world-leading provider of data transformation software and professional services for managing complex SAP transformations. SNP data transformation professionals work with SAP and SAP tier 1 global system integration partners to modernise, merge, harmonise or split SAP systems and data to help large enterprises realise their goals for their SAP landscape.

SNP has over 1,500 SAP data transformation professionals worldwide at 35 locations in 20 countries. The company is headquartered in Heidelberg, Germany and is listed on the Frankfurt Stock Exchange. SNP Group is closely affiliated with SAP given that SNP is solely focused on transformation of SAP workload.

SNP JAPAC team is primarily located in Singapore, Malaysia, China, Japan, Australia and now Thailand. SNP data transformation professionals are recognised as most highly skilled professionals in SAP data transformation and complex SAP landscape transformation.

What we're looking for

Partner Sales Manager, South-East Asia

As a Partner Sales Manager, you will play a pivotal role in enabling and facilitating the development of the partner relationships to drive revenue growth. Your primary focus will be solution selling and ensuring that our partners understand the value of our offerings and can effectively position them to their clients. You are expected to build strong partner relationships to develop the qualified pipeline, position

marketing strategies, drive successful go-to-market strategies and support execution of selected qualified deals.

Responsibilities

- **Partner Enablement:** Work closely with our channel partners to enable them on our product portfolio. Provide training, resources, and support to ensure they have the knowledge and tools needed to effectively sell and deliver our solutions.
- **Solution Positioning:** Understand our products and services thoroughly. Articulate the value proposition, use cases and benefits of SNP solutions. Align SNP value proposition and offerings to our partners' target market and capability.
- **Pipeline Development:** Identify sales leads within our partners' target market. Work collaboratively with partners to build a healthy pipeline of qualified opportunities.
- **Deal Execution:** Support partners throughout the sales cycle. Assist in negotiations, pricing, and closing selected deals. Ensure smooth handoffs to our delivery organisation.
- **Relationship Management:** Establish governance framework and cultivate strong relationships between key stakeholders at both SNP and partner organizations. Be the contact person to coordinate to partner communications, marketing initiative and business development activities.
- **Market Insights:** Stay informed about industry trends, competitive landscape, and emerging technologies. Leverage this knowledge to drive strategic conversations with partners.
- **Performance Metrics:** Track partner performance, deal pipeline (beyond CQ), and revenue targets. Regularly report progress to senior management.
- **Represent SNP Group** at industry events, conferences, and forums.

Qualifications

- Bachelor's degree in Business, Marketing, Technology or a related field.
- Minimum of 5 years' experience in sales and/or partner management, specialising in enterprise solution selling and revenue generation through partnerships. Direct or indirect sales experience is preferred.
- Demonstrated success in exceeding sales targets and KPIs, coupled with strong sales acumen and a customer-centric approach.
- Familiarity with enterprise software, cloud solutions, and digital transformation, with a solid understanding of SAP technologies.
- Exceptional interpersonal skills to build and sustain strong partner relationships, along with excellent verbal and written communication abilities.
- Comfortable working in cross-functional teams, collaborating effectively with marketing, product, and delivery teams.
- Strong technical aptitude with the ability to quickly grasp and adapt to new concepts, paired with a high level of commitment and flexibility.
- Willingness to travel within Southeast Asia as required.



What's in it for you

- Competitive salary and company bonus scheme
- Mobile Allowance
- 20 days annual leave
- 5 days family day leave
- Comprehensive benefits package that includes medical, dental and hospitalization coverage.
- Hybrid working model where you enjoy the flexibility of working both remotely and in the office.

“Be More” @ SNP: Unlock Your Full Potential

If you're thrilled about driving business outcomes through strategic partnerships and solution selling, we'd love to hear from you!

Apply now and let's shape the future together.

