

SAP Solution Sales Executive

Evora IT Solutions, Americas

Who We Are:

Evora is an international software & IT service provider focused innovative digital maintenance and service solutions for global and regional customers in North America, Europe, and Asia Pacific. Based on the cutting-edge technologies of SAP and ServiceNow, we implement integrated asset management, field service management, planning & scheduling, and mobile solutions.

We are seeking an SAP Solution Sales Executive to join our North America team. The ideal candidate will have a background in digitizing SAP maintenance and field service operations and have existing relationships with SAP Account Executives. Candidates must be located in the Houston area and have experience with Oil & Gas and a high concentration of SAP industry accounts (Utilities, Manufacturing, Higher Education, Public Services, Chemicals, Life Sciences, Transportation, Mining). The primary responsibility of this role will be to sell Evora's implementation services and EvoSuite applications to the SAP install base via direct sale to the customer or with a partner. Ideal candidate is knowledgeable in EAM practices and experienced guiding customers through the digitization modernization journey.

Who We Are Looking For:

- Achieve sales objectives through sales to new customers and sales of additional services to existing customers.
- Identify sales opportunities through direct prospecting, lead follow up, networking and partner relationships.
- Manage sales process through qualification, needs analysis, product demonstration, negotiation and close.
- Learn and sell value of our EvoSuite applications to new and existing customers.
- Partner with account managers, consultants and SAP sales staff in the expansion of sales within existing and/or new accounts, while building relationships with key decision makers.
- Build and maintain relationships with SAP sales team to sell Evora services and solutions to customers who have or who are a potentially looking to use SAP solutions.
- Build and maintain relationships with other technology vendors in the SAP ecosystem to identify new business opportunities for Evora.



- Use account planning and management skills to address customer needs timely and with competitive solutions.
- Follow up on leads generated by junior sales, marketing and partners and qualify the funnel of opportunities, as well as create new pipeline via prospecting efforts.
- Drive demand generation activities with the support of marketing to create new leads.
- Timely documentation within CRM / Marketing software of customer contact and activity data is required of this role (e.g. names, titles, contact information, opportunity value, product information, sales stages, probability, etc).
- Accountable for accurate forecasting and regular quarterly order entry.
- Identifies and defines use cases for Evora's products.
- Effectively address Client satisfaction and issues until resolved. This may include coordinating internal resources that interact with each Client.

What You Bring:

- Bachelor's degree in business, sales, marketing, or a related field or equivalent years of experience
- 3+ years of successful B2B sales experience with a strong emphasis on acquiring new customers
- Documented success achieving and exceeding assigned quotas
- Consultative, solution-based sales methodology
- Builds and maintains trusting relationships with associates and customers
- Knowledgeable in the current SAP EAM and Field Service offerings and can effectively communicate to clients the benefits of the solutions and drive value
- Experience with selling and/or implementing SAP DSC solutions including PM, Intelligent Asset Management, Field Service Management, SAP Service and Asset Manager, and Fiori/UI5.
- Highly motivated and able to work independently
- Excellent written and verbal communication skills with an emphasis on persuasion & influence

Location/Hours:

- Based in US, Houston area preferred
- Work from home
- Ability to travel as needed for customer visits, trade shows, company events, etc.
- US working hours, some after-hours calls with global colleagues may be required.



What We Offer:

- Training & Development Programs (Learning Credits Available for Certifications)
- Competitive Paid Time Off Benefits
- Competitive Salary & Incentive Compensation Program
- Healthcare Plan (Medical, Dental & Vision)
- 401(k) with Employer Match
- Ongoing training and professional development opportunities.
- Annual company team events
- Sign on equipment bonus for full time employees
- High autonomy to implement ideas locally and/or globally for the company

To apply for this opening, please send an updated resume directly to our Talent Acquisition Manager, Kayla Fjelstul, at kayla.fjelstul@evorait.com.

Equal Opportunity Employment Statement:

Evora IT Solutions is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, or protected veteran status and will not be discriminated against on the basis of disability.



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