



## Graduates Academy: Sales/ Presales Trainees (m/f) – Start May 2012

### LOCATION

Walldorf/St. Leon-Rot,  
Baden-Wuerttemberg, Germany

### WORK AREA

Sales

### EXPECTED TRAVEL

0% - 70%

### CAREER STATUS

Graduate

### EMPLOYMENT TYPE

Regular Full Time

### CONTACT INFORMATION

Ms. Lueber and Ms. Kohler (+49 [0] 6227 7  
48599)

### REFERENCE CODE

DE-54915669-EN-11-001

### ADDITIONAL INFORMATION

Closing date for applications: Feb 15th 2012

Do you demand the best from your professional career? Are you inspired by excellence? At SAP, you will have the power to make a real impact. As the global market leader for business software, SAP helps companies and organizations in more than 25 industries to run better.

### PURPOSE AND OBJECTIVES

SAP® solutions are the backbone of most successfully run businesses worldwide: today, more than 50% of the world's business transactions touch an SAP system. All together, they offer a universe of lucrative employment opportunities with increasing demand year after year. Knowing how to develop, market, consult, or install SAP solutions allows you to make a huge impact into the way companies do business – increasing efficiency, innovating new business models, and creating value. We believe in our Mission: SAP makes the world run better.

Business Focus of the SAP subsidiaries in Germany, Switzerland and Austria (D,A,CH) are the areas Sales, Presales, Consulting, Training and Marketing around the product portfolio of SAP. Colleagues working here are SAP's face to our customers in D,A,CH.

As a Sales employee you are responsible for a set of customer accounts, ensuring a stable partnership with value on both sides. With your individual contribution to SAP's software revenue you are part of SAP's continuous growth story. As a Presales employee you understand the customers individual needs and address it with compelling presentations and demonstrations of SAP products and solutions. You make the business impact of SAP software tangible during customer meetings and workshops, at trade fairs and congresses.

SAP has developed the Sales/Presales Academy to focus on increasing the hiring of new graduates and developing them into best-in-class sales and presales professionals for SAP.

### EXPECTATIONS AND TASKS

You will face the following tasks and expectations within your traineeship:

- One-year Sales/ Presales Graduate Program, subsequently direct transition into an unlimited sales or presales position.
- Working in customer projects and being part of experienced sales/ presales teams right from the start, taking responsibility from the very beginning.
- Substantial training sequences – either together with other trainees or in individual sessions.
- Developing of presentation skills, business acumen, working in real and virtual teams.
- Constant mentor from both the expert and the management side, who will provide helpful support.
- Participating in several different sales and presales areas.
- During the whole program detailed feedback to all your activities, contributions and results from your mentors, the respective trainers or projects teams you are collaborating with.

After your one-year traineeship you will be able to:

- Collaborate with and manage virtual professional sales and project teams to ensure success for customer and SAP along the sales cycle.
- Achieve agreed target in revenue, profitability and customer satisfaction.
- Professionally manage opportunities and bids for assigned customers including accurate forecasting.
- Develop leads and working on pipelines.
- Demonstrate SAP solution values with industry content to customers; articulate functionality and business benefits of SAP solutions matched to customer requirements.



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- Evaluate, monitor and professionally manage customer-related risk and escalation prevention.
- Forward customer and partner feedback to product management.
- Organize and implement local solution/ product/ industry events.

### EDUCATION AND QUALIFICATIONS / SKILLS AND COMPETENCIES

- You recently graduated from an university or university of applied science with a focused degree in sales, business administration, industrial engineering, or computer science.
- You possess a distinctive business acumen and willingness to develop an intimate knowledge of the customer's business issues, business drivers, and needs.
- You are able to demonstrate an ongoing drive to continuously expand your personal and professional capabilities.
- You are a team player, knowing, respecting and using the advantages of diverse teams, yet have the ability to work independently.
- You are an analytical, results-driven, and solution-oriented person.
- Positive attitude towards "Sales" and "selling".
- Fluent oral and written German and English communication skills are mandatory.

### WORK EXPERIENCE

- First work experience in sales and/ or general business environment is mandatory (preferably in form of an internship or other student employments).

Your set of application documents should contain a cover letter, a tabular CV, copies of the obtained degrees and (if available) copies of your references from former employers (e.g. internships). Please describe as well your experience and skills in foreign languages and computer programs/ programming languages.

Additional information:

- Please apply online at [www.careersatsap.com](http://www.careersatsap.com) and send us your complete application documents by Feb 15th 2012.
- Career days for pre-selected candidates are planned on Jan 27th, Feb 27th and March 2nd 2012.

### SAP'S DIVERSITY COMMITMENT

To harness the power of innovation, SAP invests in the development of its diverse employees. We aspire to leverage the qualities and appreciate the unique competencies that each person brings to the company.