

Job Title: Delivery Manager, China
Reports to: VP Services, JAPAC
Location: Shanghai, P.R.C



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 1,600 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

Delivery Manager

The full potential of SAP solutions isn't just about technology; it is also about driving sustainable business value. At SNP, our SAP specialists deliver the technology and services to help our clients meet business performance goals and improve processes. As a SAP Global Partner, we provide a broad range of data transformation and consulting services to support our customers' business goals. The responsibility of this role is to lead a team of talented SAP transformation and consulting experts to deliver successful project outcomes. These outcomes are customer success, team utilization, project margin, and a fully trained and certified delivery team.

Responsibilities



- Advise transformation projects in the ERP environment with our national and international customers from the pre-sales phase to the implementation phase.
- Lead the technical pre-sales team, assist and support the sales team, develop high-quality pre-sales solution, creating effort estimation and leveraging a local, regional and international team
- Manage the delivery consultant team on a daily basis and assist in technical and business level
- Lead and motivate SAP consultant teams to deliver projects that meet or exceed client expectations.
- Ensure the design, implementation, and deployment of SAP solutions align with business goals.
- Maintain and update knowledge on SAP applications process design, configuration, and technical architecture.
- Foster effective and long-lasting relationships with clients, acting as a trusted advisor for their SAP needs.
- Independent management and implementation of customer design and implementation workshops.
- Provide solution design for SAP system specific to data migration.
- Resource & Capacity planning with respect to CrystalBridge software
- Plan and possible execute training on CrystalBridge software for internal and external resources
- Design architectural roadmap and implementation of technical concepts for:
 - Mergers and Acquisitions.
 - S/4HANA Migrations.
 - Carve-outs & Divestiture's.
 - Reorganizations on system, business unit, or data level.
 - Harmonization on system, business unit, or data level.
- Collaborate with the sales team to secure new deals and understand clients' current and future business requirements.
- Design tailored proposals/solutions during the pre-sales phase to meet customer requirements.
- Deliver professional presentations and written communications to customers, demonstrating clear and comprehensive solutions.
- Active support of a wide range of transformation projects for our international customers
- Coordination of migration projects in the SAP and non-SAP environment
- Recruit and maintain a high-quality delivery team, train and support each member to achieve maximum results
- Ensure and continuously improve the delivery team's occupancy rate
- Standardize the project scheme and project management methods
- Prepare and guide regular project meetings, summarize and report the work progress
- Control project cost budget according to policy
- Complete the performance evaluation of the delivery team
- Cooperate with the sales team to complete the cycle forecast of the man-day plan

Qualifications

We're seeking someone who:

- At least 10 years of professional experience in the SAP project environment – S/4HANA or ECC preferred.
- Minimum of bachelor's degree in computer science and engineering, required.
- Proven leadership experience with the ability to manage teams of 10-15 members in a dynamic and challenging environment.
- Hands on knowledge of SAP Data model in the functional areas.



DATA. TRANSFORMATION. EXPERIENCE.

- Experience in several (min 3) data migrations, using Crystal Bridge is an advantage.
- Design, architect and build data migration solution for mergers and acquisitions.
- Strong understanding of business processes and its relevance for data migration.
- Able to work independently and have strong organizational skills.
- PMP certification is preferred

Skills

- Proficiency in Business English, with excellent oral and written communication skills.
- Strong interpersonal and team-building abilities, with a professional demeanour.
- Expertise in project management methodologies and tools.
- Excellent analytical and problem-solving skills, with the ability to manage complex business requirements.
- Strong organizational and time management skills, with a focus on delivering results.
- Self-motivated, resilient, and capable of working under pressure in a multicultural environment.
- Advanced proficiency in MS Office (Excel, Word, PowerPoint) and familiarity with SAP systems.

What's in it for you

- Competitive salary and company bonus scheme
- Mobile Allowance
- 15+ days annual leave
- 5 days family day leave
- Flexible Benefits
- Hybrid working model where you enjoy the flexibility of working both remotely and in the office.

"Be More" @ SNP: Unlock Your Full Potential

Are you **courageous** enough to lead change, **driven** to achieve excellence, and inspired by **innovation**?
Join us and be part of a team that transforms bold ideas into **successful** outcomes.

Send us your CV with your expected commencement date now!



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