



DATA. TRANSFORMATION. EXPERIENCE.

Job Title: Senior Account Executive, China
Department: Sales
Reports to: Managing Director, China
Location: Shanghai, China



Ready to take your sales career to the next level, unlock your full potential, and thrive in a dynamic, supportive team environment? At SNP, we empower ambitious sales professionals to grow, connect, and make a real impact — with the tools, training, and culture to turn your passion into performance and your performance into rewards.

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

Senior Account Executive, China

The Senior Account Executive, China will be responsible for the overall management, performance, and strategic development of the operational and sales businesses in the allocated markets. This role requires a strong leader with a proven track record in driving growth, building customer and partner relationships, and aligning local execution with regional and global business strategies.

Responsibilities



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- Drive go-to-market (GTM) sales and business development for SNP's transformation software, targeting medium and large enterprise clients.
- Own the full sales cycle from prospecting to closing including pipeline management, account planning, and sales strategy execution to consistently meet or exceed sales quotas and revenue goals.
- Independently sell the full suite of SNP products and solutions, leveraging direct and partner channels to maximise market reach.
- Identify, pursue, and develop new business opportunities while nurturing and expanding relationships with existing clients and strategic partners.
- Build and maintain strong, trust-based relationships with customers throughout the sales and account lifecycle.
- Articulate and promote the unique value proposition of SNP's transformation software to key decision-makers and stakeholders.
- Plan and execute customer engagement activities, including sales presentations, solution proposals, and contract negotiations.
- Collaborate in the development of sales strategies, marketing materials, and go-to-market initiatives that support the broader business development agenda.
- Develop and execute a strategic territory business plan and maintain a robust long-term sales pipeline to support sustained revenue growth.
- Promote SNP's brand and reputation in the marketplace through professional, consultative selling and thought leadership.
- Leverage all available sales channels—direct, indirect, and partner ecosystems—to drive business growth and market expansion.

Qualifications

We're seeking someone who:

- Minimum Bachelor of Business or Computer Science, Marketing or equivalent.
- Candidates with 8 to 10 years of experience in Pre-Sales / Sales / Delivery of SAP products – S4HANA and SAP Eco-systems with various deployment/hosting options will be preferred.
- Proven track record of managing and winning major opportunities, particularly large, complex deals with long sales cycles.
- Demonstrated ability to sell high-value solutions and engage at the C-suite level.
- Strong communication, listening, and presentation skills
- Able to work both independently and as a collaborative team player.
- Self-motivated, results-oriented, and proactive, with high levels of commitment, trustworthiness, and a drive to succeed.
- Confident, enthusiastic, and resilient under pressure
- Able to adapt and thrive in dynamic, fast-paced business environments.

What's in it for you

- Competitive salary and company bonus scheme
- 15 days annual leave (incremental and capped at 20 days per annum)
- 5 days family day leave
- Comprehensive benefits package including Annual Health Check
- Additional commercial insurance cover employee and children
- 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!

