



<https://nexwaveit.net/job/solution-sales-expert-signavio-and-lean-ix/>

DMLT Solutions Architect – AI and Clean Data

Date posted

June 26, 2025

Description

At SAP, we enable you to bring out your best. Our company culture is focused on collaboration and a shared passion to help the world run better. How? We focus every day on building the foundation for tomorrow and creating a workplace that embraces differences, values flexibility, and is aligned to our purpose-driven and future-focused work. We offer a highly collaborative, caring team environment with a strong focus on learning and development, recognition for your individual contributions, and a variety of benefit options for you to choose from.

As an Expert Specialist Solution Advisor, you will drive the selection and adoption of SAP Analytics Cloud for Planning in our customers. You will leverage your in-depth technical and business expertise to deliver impactful presentations and product demonstrations that inspire our customers to select and adopt SAP Analytics Cloud. You will act as a trusted advisor, engaging with customers and partners early in the sales cycle and supporting them throughout their engagement with SAP.

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Responsibilities

- Conduct discovery sessions and provide solution recommendations.
- Align customer needs and vision with SAP solutions early in the sales cycle.
- Demonstrating SAP Analytics Cloud capabilities and competitive differentiation.
- Engage customers through storytelling, value selling, and consistent messaging.
- Respond to inquiries from customers and internal SAP teams, focusing on customer success.
- Align with customers on the technical architecture and business drivers for SAP Analytics Cloud.
- Guide the SAP account team and customer to adopt the SAP Analytics Cloud at the right time.
- Transition customers to post-sale teams and partners smoothly through clear communication.
- Drive adoption by continuing to promote the vision and impact of SAP solutions post-selection.
- Build and maintain relationships throughout the customer lifecycle, enabling customers to improve and expand their adoption of SAP Analytics Cloud by sharing your expertise.

Qualifications

- South African citizen or work permit for South Africa. SAP is committed to

the principles of employment equity.

- Honours degree in Information Systems or Accounting.
- 7+ years of professional work experience in finance, enterprise IT, IT consulting, IT presales or a combination of these, including at least 3 years of experience implementing or using a budgeting and forecasting system.

Job Benefits

- Willing to work in SAP's Woodmead, Johannesburg office 5 days a week if required.
- Willingness to travel in Africa and the Middle East for up to 30% of working time.
- Commitment to continuous learning.
- Independent and goal-oriented working style.
- Outstanding communication and presentation skills.