



**Job Title:** Senior SAP Delivery Manager/Director

**Location:** Tokyo Japan

**About SNP Group:**

SNP Group is a global provider of software solutions for digital transformation. With a focus on SAP technologies, SNP helps organizations simplify complex business processes and accelerate their journey to the digital future.

**About the Role:**

As a Senior SAP Delivery Manager/Director, you will lead the delivery of SAP projects, ensuring excellence in implementation, customization, and support for our clients. Your role will involve managing cross-functional teams, overseeing full-cycle SAP implementations, and driving pre-sales activities with a focus on multinational clients and global projects. You will play a crucial role in maintaining client relationships and delivering solutions that meet their business needs.

**Qualifications:**

**Education:**

- Bachelor's degree in Information Technology, Computer Science, Business, or a related field.

**Experience:**

- Minimum of 8 years of experience in the SAP domain within multinational companies, with a strong preference for candidates who have led diverse and cross-functional teams.
- Demonstrated experience in managing at least 5 full-cycle SAP implementation projects across various modules (e.g., FICO, PP, MM, SD, WM, HR, QM, PM).
- Proven leadership experience with the ability to manage teams of 10-15 members in a dynamic and challenging environment.



**DATA. TRANSFORMATION. EXPERIENCE.**

- Extensive experience in SAP system implementation and customization, with deep expertise in at least two SAP modules.
- Solid background in conducting pre-sales activities, with a successful track record in developing proposals for global rollout projects. Experience in leading at least 5 proposal developments, including at least 3 global projects.
- Experience in building and maintaining long-term business relationships with multinational clients.

**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.

**Responsibilities:**

**Project Management:**

- 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.

**Pre-Sales:**

- 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.

**Location:** This position is based in Japan; thus, the ability to navigate cultural nuances and conduct business in both English and Japanese is crucial.

**How to Apply:**

Interested candidates are invited to submit their application, including a resume and a cover letter detailing relevant experience and achievements. Please send your application to [Applications.japac@snpgroup.com](mailto:Applications.japac@snpgroup.com).