SNP DATA. TRANSFORMATION. EXPERIENCE.

Job Title: Partner Manager - SNP Group Japan

Location: Japan (Tokyo)

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 the Partner Manager at SNP Group Japan, you will play a pivotal role in managing and nurturing relationships with key business partners. Your primary responsibilities will include coordinating new business opportunities and collaborations with SAP consulting and implementation partners, as well as SAP system houses. You will work closely with internal teams to expand and enhance strategic partnerships, leading sales and marketing activities to drive business growth.

Responsibilities & Duties:

- Manage and nurture relationships with key business partners in Japan.

- Coordinate new business opportunities and collaboration with SAP consulting and implementation partners, as well as SAP system houses.

- Expand and enhance strategic partnerships with business partners.

- Lead sales and marketing activities to drive business growth.

- Develop innovative business and service models to meet market demands.

- Provide support and monitor the skills development of business partners (Partner Enablement).

- Conduct market research and analysis to identify trends, opportunities, and competitive threats.

- Establish key performance indicators (KPIs) for partners and regularly track and report on their performance.

- Provide training to partners on SNP Group's products, services, and solutions.

- Work closely with internal sales, marketing, and product teams to align partner activities with overall business goals.

- Negotiate partnership agreements, contracts, and terms with new and existing partners.

- Facilitate collaboration between partners and customers to drive customer success.

- Represent SNP Group at industry events, conferences, and forums.

Qualifications:

- Several years of experience in partner management, preferably in the SAP or related software industry.

- Strong sales acumen and customer-oriented approach.

- Good technical understanding and ability to quickly grasp new concepts.

- Experience working in the SAP environment is highly desirable.

- Demonstrated decision-making and negotiation skills with a track record of independent operation.

- High level of commitment, excellent communication skills, and flexibility.

- Willingness to travel frequently.

Education:

- Bachelor's degree in Business Administration, Marketing, Computer Science, or a related field. A Master's degree is a plus.

Language Skills:

- Proficiency in Japanese and English is required.

Other Requirements:

- Knowledge of the Japanese software industry and business culture.

- Familiarity with SAP software solutions and related technologies.

- Strong networking and relationship-building skills.

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.