

Software Presales Consultant DACH (m/f/d)

🕒 FULL TIME

📍 GERMANY

We are an international software and consulting company providing SAP solutions in the areas of data management, test automation, system landscape optimization (SLO) and SAP HANA implementations. The company was founded in 1998. DATAVARD currently employs around 220 people and has its headquarters in Heidelberg with offices in Hamburg, Slovakia, Singapore, Switzerland and in the US.

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JOB DESCRIPTION

Datavard is growing! Help us expand our Presales network in the DACH Region while growing with us – professionally and personally.

What you will do

- Supporting sales team to achieve the common goal of creating software revenue in DACH Region
- Overtaking technical presentation and capability of Datavard business values for prospective clients and existing customers in DACH Region
- Contact person for internal team members, prospects, partners and clients in all matters of technical capabilities of Datavard software solutions, questions and requests
- Taking part in internal product strategy board to translate customer feedbacks into new features and tools
- Be an active part of our marketing and sales activities (e.g. fairs, webinars, web and tele campaigns)

Your team



Goetz Lessmann
Co-CEO Datavard Software

Who you are

- You have experience in pre-sales role or project management
- You have 5+ years of experience in IT/SAP
- Ability to present and talk about the translation of technical functions into business benefits
- Ability to create strong relationships with clients and internal team members
- Excellent communication skills in high-level and technical discussions
- Fluent German and English in speaking and writing
- You are passionate, team player, communicative and willing to learn new things (not only in SAP environment)

What we offer

- A comprehensive training and onboarding program supplemented by individual and team training opportunities
- Cooperation with technical experts and consultants worldwide
- A future-proof work in an innovative, dynamic and international work environment

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BENEFITS & APPLICATION

Benefits

- Attractive compensation package
- Flexible working hours and home office allow you to combine work and free time
- Worldwide health insurance coverage for yourself and your family
- Language training and other advanced training opportunities
- The company pension scheme closes your pension gap at old age

How to apply

Send your CV in English or German to jobs@datavard.com. If your profile meets our requirements, we will get in touch with you soon.

"Looking forward to meeting you soon!"



Lina Philipp
Your HR contact

