

Our group-owned international client is a leading IT full-service provider and is one of the most successful SAP consulting companies worldwide. Services range from strategy consulting and license sales to in-house developed industry solutions to application management and hosting services. Sales are in the high three-digit million range.

As part of this mandate, we are looking for you for one of the locations in Berlin, Bielefeld, Dortmund, Göttingen, Hamburg, Heidelberg, Jena, Cologne, Munich, Oldenburg, Pforzheim or Stuttgart as

## **MANAGER CLIENT ENGAGEMENT (w/m/d)**

### **Your knowledge and skills:**

- Play a vital role in client engagement. You will be the main point of contact for the strategic accounts' stakeholders and will be responsible for developing and maintaining a long-term relationship with the customer to C-level and key customer contacts
- You will manage a team and be responsible to mentor/ coach the team members to perform to the best of their capability. Provide the leadership to maintain high team morale, high productivity and the achievement of their individual sales KPI. Own the account P&L and agree the commercial terms.
- Build the account development strategy and align with the account team
  
- Ability to work independently with no supervision and guidance
- Business strategy & issue awareness from executive perspective
- Commercial drive
- Ability to communicate with all levels of management and employees
- Ability to influence internal and external key stakeholders and build consensus
- Ability to motivate people
- Ability to deal with stress and pressure
- Willingness to travel for 60%+
- Fluent in English orally and in writing; and preferably other languages

Our client offers you a team-oriented corporate culture as well as equal communication, trust working time, mobile working time and home office option, targeted career options, a training academy and 25% employer grant for the company pension provision as well as further attractive pension offers.

If you feel directly addressed by the job description, we would be looking forward to sending your documents as the first basis for discussion.

### **CV Consulting**

#### **Bewerbungs- & Personalberatung**

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Drei Dinge machen den neuen Mitarbeiter aus: Wissen - Können - Wollen

Wir von CV Consulting sind eine erfolgreiche Personalberatung mit Sitz in Ottendorf-Okrilla bei Dresden. Wir haben uns zum Ziel gesetzt, jeden unserer Mandanten durch unsere Kompetenz bei der Auswahl von High Potentials punktgenau zu unterstützen. Dieses Ziel erreicht CV Consulting, in dem wir uns auf die individuellen Bedürfnisse unserer Kunden flexibel einstellen.

Unsere Philosophie bei der Personalbeschaffung ist neben einer partnerschaftlichen Zusammenarbeit geprägt von Professionalität und Seriosität.