

## **SAP Ariba Lead Consultant**

### **Role**

The SAP Ariba Solution Lead possesses thorough knowledge of SAP Ariba. The lead is involved in the sales cycles as an Ariba solution expert, as well as in Ariba solution implementation projects to confirm the solution design and implementation strategy, and ensure client satisfaction with the solution.

Beyond Technologies is looking for an individual that will play an important role in gaining acceptance and trust from the customer that SAP procurement solution can solve their challenges.

The SAP Ariba Solution Lead will have an important role in building the Ariba Practice at Beyond Technologies.

### **Responsibilities**

- Identify, understand and define customer needs, objectives and business requirements in order to propose solutions that can best meet their requirements.
- Prepare and deliver demonstrations/presentations in support of sales cycles.
- Before a demonstration or key presentation, conduct discovery sessions with representatives from the prospective customer in order to build relationships with the customer and understand their unique needs.
- Lead the effort with RFI and RFP proposals.
- Maintain a high-level knowledge of SAP's procurement solution suite in the specialization area of responsibility.
- Designs workflows specific to business process outcomes, and understands how to develop and integrate a proposed solution into a customer's existing business and technical environment.
- Be actively involved in the solution implementation to ensure that solutions are accurately scoped and delivered in line with customer expectations.
- Become a thought leader in the Procurement Space.

### **Qualifications**

- Proficient level of experience and knowledge of SAP Ariba Procure-to-Pay, Spend Visibility
- Proficient level of experience with SAP Ariba Network
- Proficient level of experience with SAP Ariba Procurement Content
- Proficient level of SAP Ariba Sourcing and Contract Management, Supplier Information and Performance Management
- Significant experience (7+ years) in application design, and in development and configuration of technology solutions to support P2P business processes
- Minimum 5 years of SAP consulting experience

- Minimum 2 years of hands-on experience as SAP solution architect/designer
- Bachelors degree is an asset
- French speaking is an asset
- Location: Old-Port