



Are you looking for more personal fulfilment, enjoy working autonomously and collaborative team spirit then **SNP is the right place for you!**

SNP is the global leader in selective data migrations, achieving ~15% year-over-year growth for the past four years and operating in a market projected to reach \$21.5 billion by 2025. Our flagship platform, Kyano, is the first fully automated solution for analysing and executing complex IT transformations, enabling faster, safer, and more cost-effective migrations. Trusted by Fortune 100 companies and industry giants like BMW, Pfizer, and Diageo, SNP combines proven methodologies with strategic partnerships to deliver enterprise-grade results. With top-tier customer ratings and a track record of innovation, SNP offers an unparalleled opportunity to join a high-growth team shaping the future of digital transformation.

Help us shape the future of **SNP** by applying now as a;

## Account Director

This is a permanent, full-time position, working hybrid, with our office based in Victoria, London, SW1W

We are looking for an experienced Account Director to generate net new sales of SNP's services and software within the UK and Ireland, SAP market. The Account Director will find and develop SAP transformation opportunities with new clients and partners and develop enduring strategic relationships with these clients and partners. In addition, the Account Director will provide input and insight to support lead generation, marketing and solution portfolio development. Whilst we have some existing, large customers in the UK.

### Your Mission: Join our team!

- Generate net new business within the UK and Ireland SAP market by developing new Customer and Partner relationships
- Meet and exceed specified Order Entry Targets for services and software
- Ensure a minimum x3 pipeline coverage quarter by quarter
- Qualify opportunities to ensure high levels of success, and optimal cost of sale
- Develop trusted advisor status with new and existing customers to ensure strong, enduring relationships with senior and executive decision makers
- Negotiate deals to maintain profitability, whilst ensuring that delivery and implementation of the project is achievable.



- Understand Customer pain points, requirements and SAP estate to spot and develop new transformation opportunities and cross/up-sell within existing projects
- Work with Pre-sales and Delivery to produce professional and meaningful client material to include Presentations, Proposals and Statements of Work, which meet Company standards and expectations
- Assist and advise the Delivery and Pre-sales teams with development and definition of new and existing service offerings
- Adhere to and support the development of internal operational procedures which add value to the Sales process
- Provide input and insight into the 'Go to Market' strategy, supporting Marketing initiatives including campaigns, webinars and events
- Contribute to and support the Sales Forecast process
- Develop and maintain a strong network within the wider SNP organisation
- Maintain a high degree of professionalism and integrity with colleagues, Customers and Partners
- Seek continuous personal development to include SNP solution expertise, market knowledge and sales execution

#### **What we are looking for: Your profile!**

- Minimum 5 years Services and/or software sales experience within the UK/I SAP market
- Must be willing and able to prospect for new business
- Should be self-sufficient, well-disciplined and a logical thinker
- Strong desire to learn and understand the SNP solution portfolio
- Fluent in English (speaking and written form), any other language a strong advantage.
- Able and willing to travel
- Must be a team player, willing to support colleagues and grow the business

#### **Be More @SNP: Discover your full potential**

**New prospects:** At SNP, you will work in an international, diverse environment where you feel truly valued. You will not only shape our growth and success, but also that of our customers.

**Strong alone, unbeatable together:** Together, we will rise to every challenge, no matter how demanding. Together, we are unstoppable.

**Personal growth:** As a dedicated team member, you can quickly take on more responsibility. We will support you with tailored development measures.



**More than just a salary:** We offer a range of additional benefits: 25 days annual leave rising to 30 days with length of service; refer a friend scheme; company pension scheme; long service awards; private medical scheme; life assurance; employee perks platform.

**Apply now:** [careersUK@snpgroup.com](mailto:careersUK@snpgroup.com)

**Closing Date:** Friday 16<sup>th</sup> January 2026

***Please Note: Due to the expected high demand of applications, if we have not contacted you by this date, then unfortunately you have not been successful in this application, but wish you well in your continued search for employment***