

<b>Position Title:</b>	Sap Solution Architect
<b>Position reports to:</b>	Line Manager
<b>Direct Reports:</b>	N/A
<b>Office Location:</b>	Adapt IT Johannesburg Campus

## PURPOSE OF THE POSITION

The purpose of the position is to provide business development support to sales team to identify new opportunities.

## PRIMARY RESPONSIBILITIES FOR THE ROLE

- Provide business development support to sales team to identify new opportunities
- Support solution upsell in established client accounts
- Contribute to the go to market effort
- Prepare proof of concepts and demos for customers
- Conduct scope discovery sessions with client teams and develop technical proposals including scope, approach, deployment and project plan
- Support bid management team in compiling proposals and bids
- Conduct technical presentations to the customers
- Participate in project price negotiations
- Liaise with SAP AEs and pre-sales teams for solution and pricing discussions
- Handhold the project teams during project delivery
- Participate in complex solution discussions during blueprint phase of live projects
- Advice solution configuration to consultants where necessary
- Perform quality reviews on project deliverables
- Participate in escalation discussions and provide solutions
- Participate in various technical forums and be Adapt IT's SAP brand ambassador by driving technical and solution related conversations

## MINIMUM QUALIFICATION AND EXPERIENCE REQUIREMENTS

- 10+ years work experience in SAP implementation and support project
- At least 5 end to end implementations
- Should have experience of delivering project in the capacity of solution architect
- Solution development experience across SAP products – SAP S/4, ByD, B1, SF etc.
- SAP proposal preparation and bid management experience essential
- Open to travel (75 to 80%)
- Proficient with MS Word, Excel and Power Point
- Excellent communication and presentation skills
- Self-driven, motivated individual who can efficiently influence delivery in matrix organisation

**Adapt IT**  
Sap Solution Architech



Contact Person: [Quraisha Moola](#)

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