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# Example of SAP Ariba Job Description

Our company is growing rapidly and is looking for a SAP ariba. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for SAP ariba

* Lead comprehensive solution-based assessments via in-depth reviews of a given customer’s procurement processes, business objectives, and operating model
* Proactively acts to understand business needs and offer solutions that align across business units
* Builds action plans and makes operational decisions on policies, tactics, and resources critical to the function’s business success to ensure delivery against strategy of the function or team
* Responsible for driving new Advantage & Advantage + subscription volumes
* Responsible for driving retention of existing Ariba Discovery subscribers
* Work with internal marketing & support teams to develop account strategies and coordinate customer engagement/activities
* Leads and builds positive relationships with the customer team while delivering results by increasing the number of overall subscribers to Ariba Discovery
* Able to effectively position the Ariba value proposition in order to leverage adoption of the Discovery products and services
* Ability to speak to a variety of customers from different departments, at different levels, and in large or small groups
* Assist with communication internal Ariba Discovery teams about new enhancements and upcoming releases

## Qualifications for SAP ariba

* Able to juggle many projects and tasks as needed
* Work in an environment with changing deadlines
* Project Management experience of medium – large scale projects
* Excellent written and verbal communication skills required (including US Business English)
* Should have experience working with US customers
* Experience in technical consulting or functional consulting a plus