



Example of HANA Enterprise Cloud Job Description

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Our company is growing rapidly and is looking to fill the role of HANA enterprise cloud. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for HANA enterprise cloud

- Monitor that processes and practices are performing against agreed KPI's with the goal to continuously improve service levels and reduce costs
- Provide leadership and direction to team members, supporting the alignment of individual goals and career objectives with team direction
- Drive the alignment on Goals, expectations and Projects in collaboration with customer
- Be responsible for validating the Delivery of the contractually agreed Services
- Oversee the HEC project's financials and margin development
- Overview the Controlling and Cost calculation for the HEC account
- End-to-end primary point of contact for non-technical topics for the customer and customer's ambassador within HEC
- Provide transparency About Progress and KPIs of the HEC account
- Comply with operational procedures for sales, delivery, financial and legal requirements
- Provide active quarter-end and year-end close deal support to the sales community in a dynamically driven environment

Qualifications for HANA enterprise cloud

- Participate in a team-selling environment working with Account Executives (AEs) and/or Services Account Manager (SAMs), GAD's on assigned accounts
- Technology experience in areas desired (cloud, cloud related services,

- Native or equivalent level of Japanese / English communication with global colleague
- University degree (bachelor/diploma/master) in Computer Science, Business Informatics, Natural Sciences (Mathematics, Physics) or a comparable field of study
- Good communication skills in English and German - both verbally and in writing