

# Turkey Jobs Expertini®

## Senior Engagement Lead

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Company: SAS

Location: İstanbul

Category: other-general

## Senior Engagement Lead

Job Locations TR-Istanbul Requisition ID 20058673 Job Category Consulting Travel

Requirements None

Nice to meet you!

We're the leader in analytics. Through our software and services, we inspire customers around the world to transform data into intelligence - and questions into answers.

We're also a debt-free multi-billion-dollar organization on our path to IPO-readiness. If you're looking for a dynamic, fulfilling career coupled with flexibility and world-class employee experience, you'll find it here.

### **About the job**

Our Consulting is looking for an Engagement Manager to manage engagements with customers, delivery partners and regional teams in SAS ecosystem who is responsible for resulting services revenue. This person will develop and maintain relationships with customers and services sales channel to ensure a consistent cohesive and comprehensive message to our customers.

### **As an Engagement Manager, you will:**

Responsible for developing business and creating consulting engagement opportunities with customer stakeholders and service integrators

Manage ongoing services engagements as well as generate new services revenue resulting from continuous engagements with assigned customers

Responsible for success of analytics initiatives, programs or functions of assigned customers through continuous engagements enabling the customer

Build long-term relationships through competence, trust and credibility with stakeholders and executives across the customer's organization.

Ability to create a vision and articulate the value of Consulting Services to CXO level customer stakeholders

Prepare and deliver presentations to senior management (CXO) levels

Manage services related revenue target including opportunity pipeline/funnel development, risk assessment, cost/benefit analysis as well as forecast signed services revenue and resource requirements for proposed services engagements

Proactively develop and execute services sales strategies to drive software-independent standalone services revenue

### **Required Qualifications**

Minimum 8 years of experience, familiar with SAS ecosystem

Clear understanding of sales strategies and cycles.

Strategic selling and negotiating skills, skills in analyzing and evaluating territory dynamics

Ability to initiate and lead projects

Good problem-solving and conflict resolution skills

You're curious, passionate, authentic and accountable. These are our and influence everything we do.

### **Diverse and Inclusive**

At SAS, it's not about fitting into our culture – it's about adding to it. We believe our people make the difference. Our diverse workforce brings together unique talents and inspires teams to create amazing software that reflects the diversity of our users and customers.

Our commitment to diversity is a priority to our leadership, all the way up to the top; and it's essential to who we are. To put it plainly: you are welcome here.

**Cross References and Citations:**

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