

Job title	ERP Business Unit Manager
Location	Gauteng, South Africa
Reporting Structure	Director
Overview	<p>We are looking for seasoned and dynamic Head of our SAP ERP practice. The successful candidate will be responsible for all aspects of leading and managing the Business Unit. This includes sourcing suitable consultants, managing the existing consulting pool, engaging with customer and prospective leads, ensuring customer success for implementations and support, and liaising with all corporate and other stakeholders. In addition, the candidate will help drive the direction of the products through research and development, pre-sales and integration with the sales and marketing team.</p> <p>The successful candidate should have a track record of successfully managing and growing business units in the Information Technology discipline and should have proven leadership and management capabilities. This should be supported with practical experience, working within a consulting industry.</p> <p>This role requires, innovation, excellent interpersonal skills, strong business acumen and good consulting skills. Extensive knowledge of the SAP ECC or S/4HANA solution is required to effectively integrate SAP technology into the client's business environment to achieve client expected business results.</p>
Requirements	<ul style="list-style-type: none"> • Must have completed a suitable NQF7 Bachelors Degree or Advanced Diploma in IT, Computer Science, Business, Supply Chain Management, or related areas. An MBA or equivalent management qualification would be an advantage. • 5 years' experience in SAP or an equivalent ERP system • 5 years' experience in management of a business unit • SAP Certified (e.g., SAP SCM / WM / MM) - advantage • Experience in Full Cycle ERP or other system implementations • A proven track record of leadership, management and oversight skills, budget management, technical acumen to drive new innovations and markets. • Must be able to work independently and have excellent customer relationship management skills. • Ability to communicate and work with C-level individuals (e.g., Finance Manager / Director, Managing Director / CEO) • Ability to convey technical confident and credibility • Willingness to learn new technologies • Ability to meet travel requirements, when applicable

	<ul style="list-style-type: none"> • Valid Drivers' License & Own Vehicle • Good working knowledge of business finances • Experience and knowledge of key integration points between SAP modules as well as business knowledge and process design skills • Must be business development and sales focused to explore new markets and supporting technologies.
Responsibilities	<ul style="list-style-type: none"> • Solution Architect - Understand and analyze business and technical requirements – providing guidance and recommendations for gaps in the requirements and assist sales in providing a proposal • Functional overview of Implementation and support of local and international SAP rollouts • Hands on engagement with support and project customers around SAP functionalities • Responsible for managing support requests and incidents within the SAP module areas • Provide inputs into the Business Plan, engage with Sales, Marketing, and external stakeholders to achieve the growth and sales aspirations of the Business Unit • Ensures technical and functional standards are observed in line with SAP best practice guidelines • Mentors, advises and guides consulting team • Liaises with senior business representatives, vendor, or stakeholders with regards to the SAP matters in the organization • Collaborate, consult, and conceptualise process flows within the Business in IT strategy • Ensures compliance to governance processes for support and project deliverables • Lead the scoping and detailed discussions with customers • Ensure customer success and retention
Key Attributes	<ul style="list-style-type: none"> • IT native, process driven, smart, and hard working. • Natural Leader, excellent manager • Ability to analyze problems and provide clear recommendations • Strong organizational skills • Able to collaborate with clients (including executive level), and have a strong desire to excel • Excellent communication skills, written and verbal • Good interpersonal skills • Must be able to work independently and deliver results via the team and corporate support • Able to Multi-task and work under tight deadlines • Must be able to identify new opportunities and adjust the business and strategy to address • Must be an effective problem solver



Personal Attributes	<ul style="list-style-type: none">• Must be a reliable and ethical leader• Strong Entrepreneurial Drive• Strong Leader and excellent manager• Possess cultural awareness and sensitivity• Be customer centric and ensure customer retention and success• Outgoing, personable, responsible, self-motivated, and confident• Be curious and focus on technological innovations
Contact HR	Lynette du Plessis lynetted@seidorafrica.com