
SERCXI OPEN MANDATE

ERP Account & Sales Executive — SAP Domain

For a B2B sales operator ready to build a career inside the SAP ecosystem — complex enterprise sales, partner motion, and a real path into ERP leadership. Not a lateral move; a step up.

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TECH CONSULTING INTENSITY

5+ yrs

COMPLEX B2B REQUIRED

6–9 mo

ENTERPRISE SALES CYCLE

35 days

MEDIAN SHORTLIST

SRX-2602 · ENGAGED MANDATE · PREPARED BY SERCXI

THE REMIT

Why this role exists now.

The SAP S/4HANA migration wave is creating structural demand for sales talent that understands the ecosystem — not only the product, but the partner-channel economics, the consumption models and the corporate buying rhythm around them.

This mandate is for a B2B sales operator who has built a career in complex enterprise sales and is ready to step into the SAP domain. The client — a systems integrator with a growing SAP practice — needs an account executive who can run named-account and partner-channel motion and grow into revenue leadership as the practice scales.

It is a career-building entry, not a lateral move. The sales discipline and enterprise instincts must already be there; the SAP domain knowledge comes fast on the job, supported by a delivery practice that knows the migration inside out.

FILE

CORRIDOR

EMEA · Netherlands (Amsterdam-anchored)

SENIORITY

Mid–Senior · 5+ years

DISCIPLINE

Enterprise ERP

LANGUAGES

Dutch & English

WORK MODE

Hybrid — Netherlands

EMPLOYMENT

Full-time · Permanent

LISTED

16 Aug 2026 · valid to 30 Nov 2026

WHAT THE ROLE CARRIES

- Manage a named-account portfolio in SAP S/4HANA and cloud ERP, building pipeline from direct and partner-channel sources.
- Qualify, shape and progress enterprise opportunities through the full cycle — first meeting to signed engagement.
- Co-sell with the SAP partner ecosystem, managing the relationship alongside the deal.
- Learn the S/4HANA product set, the RISE-with-SAP model and the migration economics — fast, with practice support.
- Maintain accurate forecast and pipeline hygiene; this carries a number from day one.
- Feed market signal back to the practice lead: competitor pricing, account movement, forming demand.

THE PROFILE

What we are looking for.

- Five or more years of complex B2B sales — enterprise software, IT services or technology consulting. You have carried a number and closed deals you can describe in detail.
- A demonstrated ability to learn a new domain quickly and sell inside it. Direct SAP experience is a plus, not a requirement.
- Comfort with partner-channel co-selling — you understand how the economics work alongside an implementation partner.
- Fluent Dutch and English; this is a Benelux territory role.
- Ambition to grow into ERP revenue leadership. The seat is a stepping stone, not a terminus.

THE TERMS

What the client offers.

- A named-account role with real pipeline and a clear number — not a territory build from zero.
- A delivery practice with S/4HANA migration experience behind you, so what you sell can be delivered.
- Meaningful variable upside and overachievement, aligned to the Dutch enterprise sales market.
- A defined progression path into senior account or revenue leadership as the practice scales.
- Hybrid working from the Netherlands, with an enterprise territory travel rhythm.

THE SHAPE OF THE WORK

MOTION

Named-account + partner-channel, enterprise S/4HANA

DEAL SIZE

Mid-six-figure EUR ARR

SALES CYCLE

6–9 months

REPORTS TO

Head of ERP Sales

INDEX READING

The market reading behind the brief.

Current Q3 2026 displacement intensity in the sectors framing this search. Higher intensity means faster leadership turnover and sharper scarcity.

Tech Consulting	Displaced · 9/9
SaaS & Cloud	Displaced · 9/9
Workforce	Exposed · 7/9

Workforce reads 7/9 and rising: the integrators winning this wave are staffing account teams ahead of demand, which is why an entry into the ecosystem now compounds faster than it did a year ago.

CONFIDENTIALITY

The client is not named in this brief. On an engaged mandate the client's hiring intent is commercially sensitive, so the organisation is identified to you under confidence in the first partner conversation — not published to their competitors.

THE APPROACH

How this mandate runs.

01 · Day 0–1

Approach

You reach out — through the mandate page, the partner's direct line, or a confidential booking. No application form, no CV portal.

02 · Days 2–7

Partner conversation

Harald Agterhuis, the partner who signed this mandate, speaks with you directly. The conversation establishes whether the role and your track record genuinely align.

03 · Days 8–21

Client introduction

If the fit holds, Harald introduces you to the hiring client under confidence. The client sees a short, serious shortlist — not a pile of CVs.

04 · Days 22–35

Decision

The client decides. On a yes, Harald works the offer with both sides — including counter-offer defence. On a no, you get a direct debrief, not silence.

YOUR PARTNER ON THIS MANDATE

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