
SERCXI OPEN MANDATE

Account Management Executive — SAP S/4HANA & Cloud ERP

An account deepener, not a cold caller. This mandate is for the commercial operator entrepreneurs, MDs and CFOs call before they call anyone else — and who grows the relationship year on year.

9 / 9

TECH CONSULTING INTENSITY

2027

SAP ECC MAINTENANCE ENDS

8–12+ yrs

ACCOUNT MANAGEMENT DEPTH

35 days

MEDIAN SHORTLIST

SRX-2610 · ENGAGED MANDATE · PREPARED BY SERCXI

THE REMIT

Why this role exists now.

The Netherlands is mid-way through the largest ERP transition in a generation. Migration off SAP ECC to S/4HANA is funded and live inside most mid-to-large Dutch corporates and a widening band of MKB companies, and the transition touches finance, operations, supply chain and the boardroom at once.

The commercial constraint is no longer access to new logos. Clients already on the journey need someone who understands their business deeply enough to challenge their thinking, spot the next opportunity before they raise it, and propose something genuinely tailored. That is an account management profile, not a hunting profile — expansion, retention and multi-year trust rather than quarterly new-name activity.

The client holds an established Netherlands account base across S/4HANA and adjacent cloud ERP, with a Business One proposition to grow. They need the executive the client leadership treats as an indispensable strategic resource.

FILE

CORRIDOR

Netherlands (EMEA)

SENIORITY

Senior · 8–12+ years

DISCIPLINE

Enterprise ERP

LANGUAGES

Dutch & English

WORK MODE

Hybrid — Netherlands

EMPLOYMENT

Full-time · Individual contributor

LISTED

19 Aug 2026 · valid to 30 Nov 2026

WHAT THE ROLE CARRIES

- Own and grow a portfolio of Dutch corporate and MKB accounts, expanding across SAP S/4HANA and adjacent cloud ERP solutions.
- Act as a genuine sparring partner to entrepreneurs, MDs, CFOs and IT directors, connecting S/4HANA innovation to measurable business outcomes rather than IT decisions.
- Build account plans that align client ambitions with tailored SAP solutions over years, not quarters.
- Identify expansion opportunities inside existing accounts by reading market trends, client pain points and emerging business priorities before they become urgent.
- Pursue selective net-new opportunities where strategic fit is clear — hunters are welcome, but depth is the measure.
- Co-sell with the SAP Netherlands field organisation, regional systems integrators and implementation partners to bring the full ecosystem to bear on each account.
- Translate client feedback into stronger propositions with delivery and consulting colleagues, and grow the Business One proposition commercially.

THE PROFILE

What we are looking for.

- Eight to twelve-plus years in enterprise account management, with a demonstrated record of growing complex B2B relationships across multi-year cycles with Dutch organisations.
- Proven SAP-specific advisory experience — S/4HANA, RISE with SAP, ECC-to-S/4 migrations or adjacent cloud ERP platforms — positioning tailored solutions rather than licences.
- Established relationships inside the SAP Netherlands field organisation and regional SIs, and the standing to be treated as a trusted sparring partner by client leadership.
- Current command of RISE with SAP, GROW with SAP, Business Technology Platform and industry cloud, translated into business-value conversations.
- Fluent Dutch and English, with genuine cultural fluency — directness, consensus and long-term relationship building.
- Entrepreneurial commercial drive: white-space spotting inside an existing book rather than dependence on inbound.

THE TERMS

What the client offers.

- An established book of Netherlands accounts, with expansion as the primary mandate rather than an afterthought.
- Recognition for depth: a base and commission structure in EUR rewarding account expansion and retention, not only new-logo activity.
- On-target earnings benchmarked to Netherlands market rates and set out in the portfolio conversation before commitment.
- Direct access to entrepreneurs, MDs and CFOs, alongside pre-sales, delivery and leadership colleagues.
- Hybrid working from the Netherlands, with a structured 30-60-90 day onboarding plan.

THE SHAPE OF THE WORK

MOTION

Account expansion and retention · selective net-new

PORTFOLIO

Dutch corporate and MKB accounts, S/4HANA and cloud ERP

ECOSYSTEM

SAP Netherlands field org · regional SIs and boutique partners

REPORTS TO

Commercial Director

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 · 8/9

Consulting and cloud both read at maximum displacement intensity. With migration demand outpacing capacity, the scarce commercial profile is the one who grows the accounts already committed — not the one chasing new names.

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 this page, the partner's direct line, or a confidential booking. No application form, no CV upload to a portal. The first conversation is about fit, not paperwork.

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 delivery record genuinely align before anyone invests further.

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. You meet the decision-makers and test the role against what you need.

04 · Days 22–35

Decision

The client decides. If it's a yes, Harald works the offer with you and the client to land it — including counter-offer defence. If it's a no, you get a direct debrief, not silence.

YOUR PARTNER ON THIS MANDATE

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