

## Solutions Architect Order-to-Cash

As a global B2B FinTech software company, Serrala helps organizations automate their complex finance processes to stay ahead of the curve. With locations in Europe, North America and Asia, our 700+ employees are dedicated to servicing our customers in all industry sectors, from medium-sized companies to global players. Our customers represent 20% of Fortune 500 and 50% of DAX 30 enterprises.

We are growing - our goals are ambitious, and to achieve them, we need you. #Remote

### Essential Functions

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Be responsible for all applicable tasks in customer pre-sales activities around Order-To-Cash (OTC)
- Support the North American and global Sales team in selling proven SAP and Cloud software solutions with a focus on North America
- Support sales in customer activities aiming to sell customer projects
- Support RFP (request of proposal) activities to international customer base
- Prepare and conduct Customer Demos and Assessment Workshops
- Represent Serrala on industry fairs and conferences
- Update/improve pre-sales processes, procedures, demos & presentations
- Propose additional SAP and Serrala products and services to the customer and initiate sales leads within on-going pre-sales activities
- Conduct presentations (Webinars, Conferences, etc.) to internal as well as external users
- Build up market and product knowledge (Serrala, SAP and external solutions) with the objective to represent Serrala's thought leadership roles on the global market
- Transfer Know-How to Sales and Implementation teams

### Desired Skills

- Bachelor's degree, ideally in Business Administration (Economics, Statistics, Accounting, Finance) or IT
- Strong understanding of Corporate Payments processes (P2P, OTC)
- Ambitious, hard-working and self-motivated, looking to gain more responsibility as gaining experience in the role
- Proven practitioner experience within order-to-cash; alternatively experience within management consultancy or IT sectors, working as a pre-sales consultant or as an implementation services consultant
- Experience with implementing/developing/supporting OTC solutions (optional)

- Good knowledge of SAP systems and SAP integration or any other ERP system (AR, AP, General Accounting) desired, but not a must
- Strong Microsoft Office skills (particularly Excel and PowerPoint)
- Ability to work under pressure to tight deadlines
- Self-starter and quick learner
- Entrepreneur type of person
- Can work independently but also as part of a team
- Strong analytical skills and attention to detail
- Strong communication skills, both verbal and written
- Self-motivation and motivation / inspiration of others

**It's time to become a Serralian...**

Do you look forward to taking on exciting challenges in an expanding and innovative environment? We continuously improve the way we work, including modern and flexible working conditions, professional development as part of our LearnLab, joint team events such as monthly lunches, after work events, and the Serralian Base Camp. And yes, we also promote sports activities and provide organic fruit and refreshing beverages.

**Next steps:** Apply quickly and easily with your resume on our website:

<https://careers.serrala.com/job/Solutions-Architect-OTC/754195455/>

**Pro-Tip:** Skip the cover letter and pitch us in 3 sentences why exactly you are the perfect match for our team!

**Your HR Contact for this position is:** Hanyu Raelynn Tsai

**This role is based in:** Remote US

**We Are Serrala.** We have grown from a small family-owned business into an ambitious, global FinTech with 30+ years of experience. We are hungry to evolve, reinvent ourselves and grow - standing still is not an option.

**We Are Serralians.** A diverse team of 700 + techies, finance and payment experts, creatives and business administrators in 15+ offices around the globe. We see ourselves as a global family that stays connected despite physical distance and celebrates the idea of community. #WeArePassionate #WeAreEmpowering #WeAreEnterprising #WeAreReliable