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**Title:** Senior SAP xApps Practice Manager  
**Position:** Full-time, Regular  
**Location:** US - Major Metropolitan Area  
**Relocation:** No  
**Education:** Bachelors Degree, MBA Preferred

**Objective:**

The Sr. xApps Practice Manager plays two key roles: one is customer facing, achieving billable utilization of 60%, and the second is internally focused toward business development activities. In the customer facing role, the Sr. xApps Practice Manager is a key liaison between assigned customers, strategic partners and LeverX during the implementation and support of SAP solution(s). In this capacity, the Sr. xApps Practice Manager is expected to provide leadership, guidance and oversight of delivery activities to enable maximum customer value throughout the Customer Engagement Lifecycle (CEL). The Sr. xApps Practice Manager is expected to create strong and lasting relationships, and should achieve "trusted advisor" status with assigned customers, while maintaining a high degree of customer satisfaction to develop referenceable customers. Internally, the Sr. xApps Practice Manager will provide pre-sales assistance. Quality contributions to our methods and knowledge base are expected, as is support for sales resources throughout the CEL.

**Description:**

We are seeking an SAP xApps Senior Managing Consultant who will be responsible for leading the successful delivery of SAP xApps technology initiatives on our direct projects. Provide hands on SAP xApps technical and functional expertise, manage peer client relationships and lead teams. Preferred candidates should have experience with the latest versions of SAP xRPM and/or SAP xPD and experience as a team lead or technical team lead on complex engagements.

**Position Responsibilities:**

- Build credibility/trust with customers during the solution implementation phase of Customer Engagement Lifecycle through ongoing coaching and consulting efforts.
- Establish and maintain "C- Level" working relationships.
- Develop long term value realization plans by defining and managing appropriate portfolio of projects, in collaboration with Consulting Engagement Manager, to achieve customer business objectives.
- Establish/validate corresponding tactical objectives with business process owners.
- Augment overall relationship management between customer, partner and SAP.
- Provide the "Voice of Experience" with a broad perspective on projects and implementation activities.



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- Maintain and validate the customer business vision for the project, and enable alignment with other projects across the customer's businesses.
  - Provide "on site" presence for SAP as required to ensure effective project delivery.
  - Manage project delivery per the SAP Project Management Methodology. Manage project deliverables including project risks, issues, contingencies, communications, project schedules, project financials and change management plans.
  - Verify adherence and performance to standard plans and procedures.
  - Monitor/advise regarding resource utilization and alignment with project needs (HR/Staffing functions). Participate in / or lead Quality Assurance reviews.
  - Manage overall project/program delivery to plan – scope, budget and milestones.
  - Manage transition from sales to project to production.
  - Advise to resolve business/system integration issues.
  - Enable improvement of our project management delivery capabilities through active participation in national project management initiatives. Support the expansion of the intellectual property repository of project and project management deliverables.
  - Be a resource for designated Consulting Development Director's/Consulting Engagement Director's/Consulting Engagement Manager's, providing critical business intelligence and opportunity management from the delivery perspective. Support development of account strategies by working closely with sales as required to successfully execute Customer Engagement Lifecycle.

**Basic Qualifications:**

Must have 5+ years hands-on SAP experience including 3 full lifecycle implementations based on structured methodology with hands on configuration and 2+ yrs hands-on experience with SAP xRPM (Resource and Planning Management) including 2 full lifecycle implementations - SAP xRPM 4.0 implementation experience. As the majority of our work is performed at client sites, up to 100% travel may be required and candidates must live near major metropolitan airports.

**Travel Requirements:**

100% Travel may be required.