

MATRIX BEARBEITUNG MQL

E x p e r t i s e f e l d e r	Rolle:	Kunde	Kunde	Kunde	Kunde	Kunde	Interessant	
	Betreuungsmodell:	Key	Named	Smart	Single	keine Betreuung	nicht zugewiesen/Interessant	InsideSales
	Strategy & Transformation	Account-Manager	Allfoye	Allfoye	Allfoye	Allfoye	Allfoye	-
	NewWork	Account-Manager	D. Lorenz	D. Schapper	Team MCC	Team MCC	Team MCC	-
	Cybersecurity & Compliance	Account-Manager	D. Lorenz	D. Schapper	Team MCC	Team MCC	Team MCC	-
	Data & BusinessAnalytics	Account-Manager	A. Keserci	A. Keserci	Team SAP IB	Team SAP IB	Team SAP IB	-
	Intelligence ERP (NNN)	Account-Manager	Account Manager	Account Manager	Team NNN/CERP	Team NNN/CERP	Team NNN/CERP	Ja
	SAP S/4 Hana (Conversion)	Account-Manager	Account Manager	Account Manager	Team SAP IB	Team SAP IB	Team SAP IB	-
	Customer Experience	Account-Manager	A. Keserci & D. Reichert	A. Keserci & D. Reichert	Team SAP IB	Team SAP IB	Team SAP IB	Ja
	HR & Employee Experience	Account-Manager	A. Keserci & D. Lorenz	A. Keserci & D. Lorenz	Team SAP IB	Team SAP IB	Team SAP IB	Ja
	IOT & Machine Learning	Account-Manager	J. Lass	J. Lass	J. Lass	J. Lass	J. Lass	-
	Bluezone	Account-Manager	M. Papahn	D. Schapper	M. Papahn & D. Schapper	M. Papahn & D. Schapper	M. Papahn & D. Schapper	-
	Managed Services	Account-Manager	Account Manager	Account Manager	Team SAP IB	Team SAP IB	Team SAP IB	-
	Logistics, Supply Chain	Account-Manager	J. Lass & D. Trilling	J. Lass & D. Trilling	Team SAP IB	Team SAP IB	Team SAP IB	-
	Procurement	Account-Manager	D. Reichert	D. Reichert	Team SAP IB	Team SAP IB	Team SAP IB	-
Edge/4-Leads	Romy Stehle	Romy Stehle	Romy Stehle	-	-	-	-	