



# (Senior) Solution Specialist (f/m/d) Industry Business Unit Automotive

25.06.2020



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## Employment Type:

- Regular Full Time

## Job Location:

- Halbergmoos

## Travel:

- Up to 30%

## Reference Code/Job ID:

- 256702



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## SUMMARY & ROLE INFORMATION

The (Senior) Solution Specialist (f/m/d) for the Industry Business Unit Automotive will be responsible to identify critical trends, technology innovations and partnerships as well as translate business requirements in solution capabilities in the area of Automotive, in particular in mobility finance and controlling solutions.

This includes:

- Analyzing, understanding and documenting the market requirements.
- Defining solution scope, capabilities and architecture.
- Working with pilot customers during definition and early adoption phase.
- Managing development progress, timelines and deliverables.
- Working with our field organization in the market units to build and execute a GTM plan to ensure relevance, market value and the successful adoption SAPs Automotive Solutions.
- Working with our partner ecosystem to identify and manage areas of contribution both in the build and GTM of the solutions.

## EXPERIENCE (Role Requirements)

- Bachelor or Master degree. MBA is beneficial.
- Good understanding of the Automotive Industry, key trends and opportunities, competitive landscape.
- Understanding of the Automotive & Mobility solution area, including market, competition, key requirements and future automotive/mobility concepts.
- Good understanding of SAP Solutions and Technologies such as: SAP S/4HANA, SAP Product Lifecycle Costing, SAP Subscription Billing, SAP BRIM, Industry Solution Automotive, SAP Analytics Cloud.
- Expertise in either Software solution management, development management or application consulting.
- Excellent communication and presentation skills.
- Fluent English language skills, other languages skills are a plus (preferably German).
- 3+ years of professional working experience supporting the Automotive & Mobility Industry Solution Portfolio, Products and Technologies.

## ABOUT THE LINE OF BUSINESS

The Automotive Industry Business Unit is part of the Discrete Industry Business Group – a global organization with multi-market GTM and business development accountability. Core responsibilities are to drive and execute market penetration for relevant SAP solutions within the industry including software revenue results, solution completeness, partner offering, sales cycle support, industry community representation and senior executive level communication.