



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

25.06.2020



## SUMMARY & ROLE INFORMATION

The Senior Solution Specialist/Expert (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 automotive business networks, OEM/Supplier collaboration platforms and Industry 4.0 processes.

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 of the end to end automotive portfolio with special focus on automotive business networks, OEM/Supplier collaboration platforms and Industry 4.0 processes.
- Working with our partner ecosystem to identify and manage areas of contribution both in the build and GTM of the solutions.

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### Employment Type:

- regular, full time

### Job Location:

- Walldorf or Hallbergmoos near Munich are possible

### Travel:

- Up to 30%

### Reference Code/Job ID:

- 256703

## EXPERIENCE (Role Requirements)

- Bachelor or Master degree, MBA is beneficial.
- Thorough understanding of the Automotive Industry, key trends and opportunities, competitive landscape
- Solid understanding of Automotive Business Networks, OEM/Supplier collaboration platforms and Industry 4.0 processes, including market, competition, key requirements.
- Good understanding of SAP Solutions and Technologies such as: SAP S/4HANA (Focus on Logistics & Industry 4.0), SAP Just in Time/Just in Sequence, SAP Automotive Industry Solution Portfolio (OEM/Supplier Collaboration), SAP Cloud Platform, SAP Logistics Business Network
- Solid experience 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).
- 6+ years of professional working experience supporting the SAP Automotive 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.



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