



(Senior) Solution Specialist (f/m/d) Industrial Machinery & Components (Equipment Network Business)

24.06.2020



SUMMARY & ROLE INFORMATION

The (Senior) Solution Specialists (f/m/d) for IM&C will be responsible to define and grow the IM&C industry cloud solution portfolio enabling our customers to grow their equipment-centered digital business along their networked ecosystem.

This includes:

- Exploring and analyzing the B2B Network Economy around Industrial Equipment including the industries that operate equipment (i.e. oil&gas, automotive, consumer products)
- Understand Market Dynamics & Customer Priorities and evolve a thought leadership perspective for the Industrial Machinery & Components industry
- Analyzing and documenting required capabilities and processes.
- Defining solution scope, functional requirements and architectural needs.
- Working with pilot customers during definition and early adoption phase.
- Managing development progress, timelines and deliverables.
- Build and execute a GTM plan to ensure relevance, market value and the successful adoption of IM&C Industry Cloud solution for an equipment centered business network.
- Working with our partner ecosystem to identify and manage areas of contribution both in the build and GTM of the solutions.

AT SAP, CREATE THE WORLD YOU WANT TO LIVE IN

Employment Type:

- Regular, full time

Job Location:

- Walldorf

Travel:

- Up to 30%

Reference Code/Job ID:

- 256698

EXPERIENCE (Role Requirements)

- Bachelor or Master of Science in Mechanical Engineering, Industrial Engineering, Supply Chain Management, Manufacturing or related discipline, MBA is beneficial.
- Good understanding of the Industrial Machinery & Components industry, key trends and opportunities, and respective challenges of industrial Machinery & Component Customers.
- Knowledge and experience of processes and industry practices in how customers leverage technologies and use their business network to enhance the physical capabilities of their machines growing their digital (i.e. software-, or data-driven) business.
- Good understanding of SAP's industry portfolio for digital supply chain, esp. Intelligent Asset Management, and the related enterprise application architecture.
- 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 in or supporting industrial equipment companies in business transformation related topics.

ABOUT THE LINE OF BUSINESS

The Industrial Machinery & Components (IM&C) Industry Business Unit (IBU) is a part of SAP's Industries team, focused on helping customers run, grow, connect and transform in a digital world. SAP drives its Go-to-Market with a clear focus on industry specific needs. Therefore, the mission of this unit is to define, support the build and enable go-to-market activities for the IM&C industry cloud solutions.



APPLY HERE! sap.com/careers

Please note that SAP only accepts applications submitted via our online recruiting system. Individuals with disabilities who require a reasonable accommodation in the job application process should contact HR Direct (Americas: hrdirectamericas@sap.com, APJ: hrdirectapj@sap.com, EMEA: careers@sap.com)