



(Senior) Solution Specialist (f/m/d) Industrial Machinery & Components (Manufacturing)

24.06.2020



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Employment Type

- Regular, full time

Job Location

- Walldorf

Travel

- Up to 30%

Reference Code/Job ID:

- 256699



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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 for manufacturing in the context of Industry 4.0 for industrial equipment companies.

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 IM&C Industry Cloud solution for Industry 4.0 and networked manufacturing.
- 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 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 of processes and best practices in manufacturing specifically in internal and external assembly processes for industrial equipment companies.
- Good understanding of SAP's industry portfolio for manufacturing 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 manufacturing related topics (e.g. production engineering, complex assembly processes, engineering change, quality, shop-floor logistics and networked manufacturing).

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.