

# United Arab Emirates Jobs Expertini®

## Global Segment Solution Team Leader-Hotel

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Company: Schneider Electric Norge AS

Location: united arab emirates

Category: other-general

Schneider Electric is a global leader in Energy Management and Automation solutions. At Schneider Electric, we believe access to energy and digital is a basic human right. We empower all to make the most of their energy and resources, ensuring Life Is On everywhere, for everyone, at every moment. Our mission is to be our customers' digital partner for Sustainability and Efficiency. We drive digital transformation by integrating world-leading process and energy technologies to realize the full efficiency and sustainability opportunities for our customers' business. We provide endpoint to cloud integration connecting products, controls, software and services. We enable lifecycle solutions from design and build to operate and maintain phases through a digital twin. We deliver capabilities to transform from site-to-site to an integrated company management. Our integrated solutions are built with safety, reliability and cybersecurity for homes, buildings, data centers, infrastructure and industries. In 2022, Schneider Electric generated full year revenues of €34 billion, up +12% organically (+18% reported) and an Adjusted EBITA €6 billion, up +14% organically (+21% reported), corresponding to an Adjusted EBITA Margin 17.6%. We believe that great people make Schneider Electric a great company and we are committed to foster Innovation, Diversity and Sustainability for our teams. Schneider Electric is strategically organized around multi-hubs, its 3 main hubs across the world being in Boston, Hong Kong and Paris.

**Description of the Building Hotels**

The Building segment is one of the 8 global sector teams at Schneider Electric and drives c. ~€2bn of orders annually. The Sector teams contribute to the group's agenda on superior growth, with a specific focus on digital, software, services and sustainability. They deliver their mission by (i)

acting as the trusted technology partner to the Group's global strategic accounts in each of the 8 sectors (ii) creating differentiation for the Group through innovation & solution leadership and (iii) nurturing the sector expertise by developing trainings & thought leadership for internal and external use. The Building segment team leverages all Schneider Electric technologies to make Building Portfolios, Building Assets and Spaces we live in everyday more Sustainable, Efficient, Resilient and People-Centric. The team delivers this value proposition across 5 practices: Healthcare, Hotel, Retail, Real Estate and Design Firms with demand generation objectives (orders), and with a team composed of practice leaders, account managers, solution specialists and strategic marketeers. The Building Hotels organization functionally reports into Digital Energy, a division of the Energy Management Business of Schneider Electric, yet its scope is global and not limited to Digital Energy technologies.

#### Description of the Hotel Solution Specialist function inside the Building Hotels

The Building Segment includes a team of Segment Solution Specialists, who are focused on delivering 4 main activities:

- Develop Segment expert resources, competency and performance, both within the team and in Schneider Electric country organizations
- Nurture Segment expertise by fostering innovation, sharing, and capitalizing on the experience and knowledge within the community and with external stakeholders.
- Identify value creation opportunities with customers, by designing solutions delivering differentiating value, supporting customer business case and becoming the customers' trusted technology advisor.
- Identify, test and initiate the introduction of new solutions and new partnerships in the Segment

The team consists of Segment Solution Team Leaders, Segment Solution and Technology Leads and Segment Solution Consultants.

#### Description of the role & responsibilities of the Hotel Solution Team Leader

The Hotel Solution Team Leader role has a specific focus on the Hotels in the commercial Building sector. The role reports into the Hotel practice lead. The Hotel Solution Team Leader will be the catalyst and champion of innovation within hotel and will be responsible for driving and documenting the technical solution and strategic roadmap leveraging the full Schneider Electric portfolio. Supported by the Hotel Marketing Leader the Hotel Solution Team Leader will be responsible to build the technology strategy working closely with the lines of business and offer owners. The Hotel Solution Team Leader will also lead the technical hotel community and will be responsible to build a vibrant and active community where best practices are shared.

#### Responsibilities and Deliverables

- Win business with strategic customers by developing relationships on digital transformation
- Be accountable for the perception by the Hotel customers that Schneider

Electric is a visionary and value-oriented company. Become the trusted advisor in the minds of our strategic customers on digital transformation through IT-OT convergence. Position our value proposition on digital leveraging the various data platforms, application software and analytics available within the Schneider Electric portfolio. Support county resources in complex deals and advise on conceptual design of technical solutions, using an architecture approach (as opposed to a product approach); Work with countries to coach and mentor Hotel Solution Consultants on Hotel knowledge. For key customers engage directly for pilots, prescription, customer feedback, and supporting the sales process on digital solutions. Work with other Subject Matter Experts across Schneider Electric to bring the right technical support to customer projects. Define and develop the (Hotel) technical solution and community. Develop hotel architectures and technical documents based on the deep understanding of customer use cases and Hotel needs. Design clear architectures responding to current and future customer needs. Build 3Y technical roadmaps to support current and future Hotel strategy. Turn customer projects into Documented reference architectures and engineering standards that can be reused and author the supporting technical documents. Document key solution and use case that bring value to the Hotel and our customers. Animate and manage the Hotel community around the technical solution, by sharing new solution concepts, coaching on hotel knowledge, and supporting in development of individuals. Generate new business through team support, expertise & innovation. Identification and development of emerging solutions and client pipelines, by identifying key business problems, analyzing client issues within it, and providing recommendations to the Director of Solution Architecture and Solution and Technology Leads. Enable the account managers to win business by coaching them on solutions and supporting their sales pursuits; Help the team navigate an increasingly complex software environment in Building operations. Propose investment in platforms, product lines, M&A and/or strategic software partnerships from an architecture standpoint. Recurringly test, deploy and service new ideas with clients. Support industrialization and commercialization of the best profitable ideas on reference architecture. Requirements for the role. Well versed in the relevant technology pillars: 1) 'Mechanical & Control (BMS & GRMS)', 2) Electrical and 3) Digital (IT/IP/IoT) with ability to understand the core principals and fundamental designs, the Hotel Solution Team Leader is responsible for:- Trusted Advisor – Build trust, add value, and secure relationship with Strategic Customers by using real world knowledge of managing complex projects to gain credibility and enable the strategic

positioning of our solutions. Value Propositions – Co-create the specific Value Proposition for Influence Design – Embed the relevant Schneider Electric solutions directly into the hotel 'Concept Design' to enable effectively influence and convincing of End-User / Design Firm requirements in favor of SE portfolio solutions. Design Process - Clear view on Design Firm modus operandi and how to influence System Design / integrated & Cybersecure Designs, leveraging his/her Sustainability knowledge and potentially contribute on Green Certification ambitions. Share – Develop, adapt and communicate 'Concept Designs' to country teams (peers) and strategic customer. Animate – Animate the Country / Zone Hotel Solution Consultants working in hotel to transform the group from individuals acting alone to a cohesive, collaborative group able to learn and leverage each other's experiences. Coach – Work closely with the Country / Zone Hotel Solution Consultants to win business by coaching them on solutions and supporting their sales pursuits. Influence – Gain the confidence of Business Units / Lines of Business so that they invest in our business needs. Represent – Promote a/o represent Schneider Electric on booths or relevant network(s). Report – Provide periodic updates and report on performance and goals. Learn – Take part in all necessary training for competency development and performance improvement. Mentor – Mentor and train other, more junior, team members. Candidates qualifications Work experience: 10+ years' experience working in industry 2 + years of experience in Smart Building or IoT or MSI projects Good knowledge and practical experience in building automation and energy management systems, enterprise systems and systems integration No experience at direct people management is required Market: experience with the hotel sector is a must Technical skills: integrated Room Control (iRC), Building Automation (BACS), Mechanical & Control (BMS), Guest Room Management System (GRMS), Smart Buildings / Building Operation Systems (BOS) with integrated Energy Management, Vertical and Horizontal (System) Integrations, IT Networks, Data Infrastructures, and relevant Codes & Standards. Education: Relevant (Technical Degree) Bachelor, i.e. Mechanical- / Electrical- Engineering or Computer Science / alternatively an Industrial Management / Business Engineering degree. Languages: Fluency in spoken and written English; Any other language is a plus Other: excellent MS PowerPoint and Excel skills, and presentation writing skills Other information on the role Location: Dubai Preferred. Other global location can be considered Travel: In a regular year, this position would be required to travel globally approximately 30% of the year What qualifications will make you successful for this role? (fill in - what are the qualifications that are required for this

role? Also consider adjacent qualifications and experience. Emphasize how qualifications will support success: Qualifications for Your Success” or Key Qualifications for Thriving)Let us learn about you! Apply today.You must submit an online application to be considered for any position with us. This position will be posted until filled. Why us?Schneider Electric is leading the digital transformation of energy management and automation. Our technologies enable the world to use energy in a safe, efficient and sustainable manner. We strive to promote a global economy that is both ecologically viable and highly productive.€25.7bn global revenue137 000+ employees in 100+ countries45% of revenue from IoT5% of revenue devoted for R&DYou must submit an online application to be considered for any position with us. This position will be posted until filledIt is the policy of Schneider Electricto provide equal employment and advancement opportunities in the areas of recruiting, hiring, training, transferring, and promoting all qualified individuals regardless of race, religion, color, gender, disability, national origin, ancestry, age, military status, sexual orientation, marital status, or any other legally protected characteristic or conduct. Concerning agencies: Schneider Electric does not accept unsolicited resumes and will not be responsible for fees related to such.

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