

United Arab Emirates Jobs Expertini®

Regional Solution Consultant Jobs in Dubai | ABB

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Company: ABB

Location: , Dubai, United Arab Emirates

Category: management

1- Regional Solution Consultant

Job: Full Time

Location: Dubai, UAE

Job Responsibilities:

Overseeing the Marketing & Sales and Business development functions of the Digital portfolio for your region.

Achieving the Digital sales targets for your region that include order volume, order gross margin and managing sales costs within budget.

Lead Digital strategy for the Value Portfolio areas of Operational Excellence, Process Performance, Asset Performance Management, Safety Sustainability on market dynamics, disruption and emerging technologies and the impact on business model, products, and services

Drive the use of Data and Analytics and articulate its impact on Value Portfolio areas.

Evangelise Value benefits from Insights, Benefit Calculation, KPI monitoring

Providing Digital solution leadership for the Value Portfolio's consistently at high quality to a sales, proposals, and project teams

Job Requirements:

10+ years' experience in the OT/Software industry with focus on industrial digitalization

and the Internet of Things, with deep understanding of relevant technologies and trends, a bachelor's degree in Engineering, Computer Science, Management Information Systems or related technical field or master's degree in Business Administration or technical field would be an advantage.

Experiences in winning Industrial IOT, Digital Solution projects

Deep Experience in the industrial software environment and demonstrated expertise surmounting challenges around Data Integration, Legacy Systems, lack of standards and Cybersecurity Concerns.

Hands-on experience with software applications in one or more Value Portfolio areas like APM, APC from leading vendors

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