

# United Arab Emirates Jobs Expertini®

## Solution Consultant Jobs In Abu Dhabi | Aspen Technology

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Company: Aspen Technology

Location: , Abu Dhabi Emirate, United Arab Emirates

Category: management

## Solution Consultant Jobs In Abu Dhabi | Aspen Technology

### About the job

The driving force behind our success has always been the people of AspenTech. What drives us, is our aspiration, our desire and ambition to keep pushing the envelope, overcoming any hurdle, challenging the status quo to continually find a better way. You will experience these qualities of passion, pride and aspiration in many ways — from a rich set of career development programs to support of community service projects to social events that foster fun and relationship building across our global community.

### Requirement

As a Solution Consultant, you will partner with AspenTech sales teams during the sales cycle to lead in the consultative discovery process with customers; craft a vision and roadmap of a solution that addresses customer requirements; identify differentiated value capture potential; and design an implementation/sustainment program for that solution. This involves maintaining a keen understanding of AspenTech's product strategy; our value enablers; the execution capabilities of our professional services team and those of our partners; and of the sales pipeline to drive opportunities where AspenTech solutions can bring significant business value to our customers and to AspenTech.

#J-18808-Ljbffr

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