

Solution Product Development Manager (Chinese Speaker) | Black & Grey HR Dubai

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Black & Grey HR is hiring for one of the leading security surveillance technology and service providers in Dubai, UAE. Our client is currently seeking a dynamic and analytical professional as an Industry Market Analyst and Solutions Designer. In this role, you will be responsible for conducting in-depth industry market insights, analyzing customer needs, and collaborating with regional teams to identify key customers. Your expertise will contribute to the development of regional solutions tailored to meet industry demands and customer expectations

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Responsibilities:

- Conduct thorough industry market analysis to identify trends, challenges, and opportunities.
- Analyze customer needs through target customer profiling, visits, and user map creation.
- Perform business value chain analysis, competition analysis, and demand analysis to inform strategic decisions.
- Identify and analyze the business value chain to streamline processes and enhance efficiency.

- Collaborate with regional teams to assess and improve the value chain based on market insights.
- Work closely with regional teams to identify key customers and understand their unique needs.
- Design regional solutions based on industry insights and customer-user analysis.
- Promote localization and adaptation of baseline solutions to meet regional requirements.
- Design and implement prototype projects to test and validate proposed solutions.
- Develop launch and marketing strategies for solutions, ensuring effective value transfer.
- Manage the entire life cycle of the solution, including ongoing marketing efforts, internal and external empowerment, and continuous improvement based on feedback.

Requirements

- More than 3 years of proven, relevant working experience in a similar role.
- Bachelor's degree or above in Engineering or Computer Science related majors.
- Strong system thinking and program design abilities.
- Proficient in market research, marketing planning, communication, and organizational coordination skills.
- Demonstrated expertise in a range of skills relevant to the role.
- Proficient in English speaking; proficiency in Chinese is preferred.
- Familiarity with smart business solutions such as smart city, smart transportation, smart retail, smart education, and smart energy.
- In-depth knowledge of products and solutions within the smart technology industry.

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