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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.

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Requirement

- 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.

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