8989 11594 Partner Ecosystem Senior Consultant (f-m-d) Job Title : Partner Ecosystem Senior Consultant (f-m-d)  
  
Location : Nürnberg (Germany) or any Siemens DI major locations comfortable working in EU time zones  
  
Mode of Employment : Permanent / Full-time  
  
THINKING INDUSTRY FURTHER  
  
Siemens Digital Industries is the innovation and technology leader in industrial automation and digitalization. Together with our partners and customers we drive Digitalization in both the discrete and the process industry, enabling flexibility, efficiency, and reduced time to market. Digital transformation paves the way for innovation, services, and new data-based business models.  
  
MAKING IT HAPPEN  
  
DI Sales shapes the future of sales through first-class consultation and innovative solutions in our regions for a unique customer experience. From further developing the whole Sales Organization through close collaboration between HQ and the regions – we enable and support the countries with sales excellence methodologies, tools and best practices based on a global overview. By constantly going one step further and pushing our boundaries to take the regions and their businesses to the next level where they can exceed their partners’ and customers’ expectations.  
  
The Mission :  
  
Our industrial partners are much more than just a sales channel for us. In the sense of a true partnership, we benefit from each other and jointly build new business opportunities. Together with our partners, we offer customers future-proof solutions as well as global support from qualified and certified experts in the field of automation and digitalization. The further development of our global industrial partner ecosystem for Digital Industries (DI) and Smart Infrastructure (SI) is therefore a crucial building block for our corporate success.  
  
Today, we are looking for our new Partner Ecosystem Senior Consultant and Developer, who will be driving the design and expansion of a world-class partner ecosystem that helps our customers and Partners meet diverse needs in industrial automation and software.  
  
What part will you play?  
  
In this role, you will contribute to our global partner sales strategy, execution, and results. You will work on the design, development and the roll-out of our partner programs, partner support approach and end-to-end partner journey to create a real impact on the overall partners satisfaction and success. Here are some of tasks and responsibilities for this role:  
  
- You will be an active part of our global Partner Management organization to drive the evolution of our partner programs.  
- It will be your goal to bring our partner ecosystem to the next level by expanding the scope to new partner types, crafting new frameworks of interaction, and creating new business models.  
- You will assess the current market and future trends of the industrial partner landscape – especially in regard of OT/IT, IIOT (Industrial Internet of Things) or SaaS (Software as a Service).  
- Here you will act as interface to other partner programs within Siemens and drive their alignment and harmonization to increase the impact for our end customers and partners.  
- You will help us to develop a comprehensive and future-oriented partner management strategy, thereby leveraging our business and enabling our partners to be successful in offering solutions in a dynamic and multifaceted OT/IT business environment  
  
  
What you need to make real what matters.  
  
- An academic degree in engineering, IT / data science or BA is the basis of your success.  
- You bring with extensive work experience in similar function in domain of partner/channel management – preferable in an industrial or IT environment.  
- You think strategically about complex correlations and can develop recommendations for our partners and holistic concepts.  
- Able to design and develop partner management strategies by segment and geography, creating and presenting plans, setting respective KPIs, aligning to business objectives, outlining milestones, and delivering measurable results.  
- You are experienced in cross-regional and cross-cultural projects, which will be an extra asset for you to drive process improvement and solve problems impacting internal and/or partner operations.  
- Furthermore, you will ensure partner success through strong performance management of KPIs  
- Comfortable influencing our ecosystem of partners, delivering strategic messages towards executives and cross-functional stakeholders, driving projects, and maintaining momentum through to completion.  
- You are business fluent in English language, while knowledge of German and/or a 3rd language are additional advantages.  
- This role grows with good communication - it is therefore particularly important to us that you have strong interpersonal skills and act with an excellent deal of emotional intelligence and passion.  
- Strong team orientation, self-efficiency and proactiveness characterize yo Computer scientist (university) We create what others dream of  
Curiosity, passion, creativity - there are characteristics that apply to everyone who works at Siemens. And when 385,000 of those people work together, the results become extraordinary.  
We analyze, ask questions, find solutions, test and refine. From sketches on café napkins to 3D printed prototypes, we believe brilliant ideas can come from anywhere. Our employees drive their projects forward with passion. We develop and patent more than 7,500 inventions every year all over the world. 2023-03-07 16:08:58.425000