

# EYOEL TEGEGN

## Solutions Consultant

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## Summary

Solutions Consultant with extensive experience in process control systems, Industry 4.0, and digitalization, with particular expertise in process optimization, industrial IoT, data analytics, and asset management. My software expertise, deep process knowledge, and ability to link technical aspects with business requirements gives me a unique and holistic perspective. This perspective allows me to grasp operational challenges, identify areas for optimization, and implement innovative software solutions that enhance processes while aligning with broader business and organizational objectives. My role extends to Product Management, where I strategically position product offerings in the market and ensure alignment with business goals and evolving customer needs. With extensive experience across various industries, I'm dedicated to collaborating with organizations and leveraging advanced technologies to solve complex challenges and drive sustainable growth.

## Experience

**Siemens** Mel, Aus  
**Solutions Consultant** 02/2021 - Present

- Primary technical expert for the Distributed Control System (DCS) & Digitalization portfolio.
- Design and architect end-to-end industrial control systems, considering diverse technical and commercial factors.
- Lead RFX bids, overseeing technical solutions and bid strategy in competitive situations.
- Engage in executive and operational-level discussions to identify gaps and optimization areas.
- Develop digitalization and Industry 4.0 solutions, yielding up to a 20% increase in operational efficiency across diverse industry segments.

**Siemens** Mel, Aus  
**Product Manager** 03/2019 - Present

- Manage strategic positioning of DCS and Digitalization portfolio, resulting in 15% market share growth in the past year.
- Drive product launches, including G2M strategies and develop sales enablement materials.
- Collaborate with senior leadership to drive strategic initiatives for revenue growth and market expansion.
- Drive acquisition of new projects and retention of existing ones, achieving a 20% increase in overall project portfolio value.
- Deliver strategic presentations at industry events to establish thought leadership and reinforce Siemens' market position.

**Siemens** Mel, Aus  
**Control System Engineer** 01/2017 - 02/2019

- Successfully designed & commissioned over 25 process control systems, notably for a state-of-the-art biopharmaceutical plant (>\$800M).
- Improved the operational efficiency of various manufacturing plants by up to 20% through the implementation of advanced control strategies.
- Led the development of digital twins for complex manufacturing processes, significantly reducing software development time by 30%.
- Collaborated closely with cross-functional teams to ensure integration of process control systems with existing infrastructure and technologies.

## Education

**University of Melbourne**  
**Master of Business Administration (MBA)** 2024 - 2027 (projected)

**University of Melbourne**  
**Master of Engineering (Chemical)** 2016 - 2017

**University of Melbourne**  
**Bachelor of Science (Chemical Systems)** 2013 - 2015

## Strengths

### Effective communicator

Skilled at articulating complex ideas, delivering presentations & facilitating workshops to foster collaboration and understanding among diverse stakeholders.

### Consulting

Adept in delivering tailored solutions across various industries, driving positive outcomes and ensuring client satisfaction.

### Strategic thinking

Proficient in evaluating market dynamics and customer demands to formulate strategic plans that drive project wins and enhance product positioning.

### Problem solving

Strong analytical skills gained from tackling complex challenges in process operation, leading to innovative solutions.

### Business development

Experienced in recognizing opportunities for business expansion and revenue growth, leading to successful partnerships and increased market share.

### Product management

Skilled at driving successful product launches and strategic product positioning in the market.

## Tech Skills

DCS • PLC/HMI • Process design & optimization • Simulation/modelling • IT infrastructure and networking • HTML/CSS/JS • Matlab/Simulink • CAD