

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 enables me to grasp operational challenges, pinpoint 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 our product offerings in the market and ensure alignment with our 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 MeI, Aus
Solutions Consultant 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 value cases integrating innovative digitalization and Industry 4.0 solutions to enhance operations and drive organizational transformations.

Siemens MeI, Aus
Product Manager 2019 - Present

- Oversee the strategic positioning of the DCS and Digitalization portfolio in the market.
- 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 through dedicated support and strategic initiatives.
- Deliver strategic presentations at industry events to establish thought leadership and reinforce Siemens' market position.

Siemens MeI, Aus
Control System Engineer 2017 - 2019

- As lead engineer, I oversaw the planning, design, configuration, and commissioning of process control systems.
- Involved in large-scale processing plant projects, notably a state-of-the-art biopharmaceutical plant (>\$800M).
- Led development of digital twins for complex manufacturing processes, significantly reducing software development time and enabling rapid transition from engineering to operations.
- Collaborated closely with cross-functional teams to ensure integration of process control system solutions with existing infrastructure and technologies.

Education

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.

Business Development

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

Consulting

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

Problem-Solving

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

Strategic thinking

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

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