

SAAD WAQAR

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With 10 years of experience in the industry, I am passionate about using the best combination of digital tools and automation to solve challenges of quality, agility, efficiency, and sustainability.

EXPERIENCE

Siemens Digital Industries | 2011- Present

Business Development Manager - Digitalisation | November 2018 – Present

Working together with discrete and process industries to get them Industry 4.0 ready. I am passionate about attaching value to technologies like Artificial Intelligence, Digital Twins, Mixed Reality and IoT in a manufacturing environment.

- Lead and Won the biggest Industrial Equipment (OEM) order in Digital Industries UK history (£10 million) using data integration as a lever and guaranteeing 30% increase in EBITDA over 5 years
- Influence CxOs to Future of Manufacturing topics – Industrial AI, Digital Twin & Autonomous factories
- Involved in finding a solution for Water Utilities -replacing obsolete infrastructure with IoT worth £5m
- Advise Consumer Goods on IT/OT integration; use real-time data to increase productivity & flexibility
- Introduced and leading Industrial AI opportunities within Automotive
- Consult with customers via 'Discovery meetings' to understand potential within their business
- Introduced Smart Factory Masterclass based on Challenger Sales to penetrate in to 10 new accounts
- Got 5 solution partners on board with concept of Digital Twins to provide delivery mechanisms
- Discuss Industry 4.0 in multiple online and physical events as a thought leader from Siemens
- Manage and develop graduates and interns doing placements in the department

Factory Automation Specialist | May 2017 – October 2018

- Responsible for TIA products portfolio with focus on Energy Management, Mindsphere and WinCC
- Develop content and present at Innovations, Safety and Digital Factory tour to prospects
- Provide application support to Wessex Water - one of the biggest Siemens customer spending £500k/year

Technical Support Engineer | November 2013 – April 2017

- First level support via telephone and email for UK & Ireland customers
- Acting Helpdesk team leader looking after a team of 6 individuals
- Managed Work Placement students in the Technical Support department

Graduate Electrical Engineer | September 2011 - October 2013

Internal Sales

- Improved internal process that result in cost savings of £3k per annum
- Market analysis for Low Voltage (LV) control gear to understand Siemens' position in LV market

Sensors and Communications

- Created Go-To-Market strategy for Siemens Level Ultrasonic Transmitter (LUT)
- Organised the launch event with partners and customers for Siemens LUT

Operational Efficiency

- Generated Operational Efficiency collateral for customers and sales team
- Carried out Rapid Plant Assessments (RPA) using lean criteria and report back efficiency findings

EDUCATION

Imperial College London | 2007–2011 | Masters in Electrical and Electronic Engineering (First Class Honours)

INTERESTS AND ADDITIONAL INFORMATION

- Proficient in Salesforce, Microsoft PowerPoint and video editing software
- Reading and listening to podcasts related to technology and people
- Content creation to capture the audience
- Coaching and mentoring youth into STEM topics; Eg. Coach for Teach First and Mentor for UpRising
- Social media influencer for Siemens Digital Industries UK
- Founding member of network promoting young professionals in Siemens