

*If interested, send a cover letter and resume to
AEC_Sustainability_Jobs@autodesk.com*

AUTODESK, INC.

CONSULTANT | OPERATIONS & MAINTENANCE BUSINESS LINE – ENERGY FOCUS

The consultant will be a key contributor to Autodesk's goal to extend the value of Building Information Modeling (BIM) into the Operations & Maintenance (O&M) phase of the building lifecycle.

The consultant will focus on the energy pillar of a three-pillar strategy that includes facility management, maintenance management, and energy performance management.

BACKGROUND

Autodesk leads the AEC industry in developing purpose-built BIM software to improve and transform industry workflows during the Design and Construction phases of the building lifecycle. Autodesk is now committed to extending the value of BIM into the O&M phase of the lifecycle (post construction). In the near-term, we are focusing on specific O&M workflows that include: **Facility Management** (FM - space and occupancy planning), **Maintenance Management** (MM - building asset management) and **Energy Performance Management** (EPM - monitoring, management and analysis of building energy use).

We are seeking a consultant with a focus specifically on the energy performance management pillar, to help the new Business Line Manager and AEC Sustainability Manager define the business opportunity, drive product development or integration, and execute go-to-market (GTM) initiatives with strategic partners.

PRINCIPAL ROLES AND RESPONSIBILITIES:

Business and Strategic Planning

- Refine and enhance draft business plan to support global AEC Building O&M EPM opportunity (includes market analysis to provide a basis for investment, TAM/market sizing, assessment of global O&M providers/solutions, revenue opportunity to Autodesk and potential business model, near and long-term goals and objectives, etc.)

Strategic Partner Development

- Identify and cultivate new strategic O&M partners for EPM across AMER, EMEA, APAC regions for purpose of driving additional integrations and revenue opportunities
- Evaluate M&A opportunities (and solutions) with partner candidates for purpose of development resource capture; author opportunity proposals and build pipeline of candidates for consideration

Prototype / Product Development

- Expand upon existing qualitative and quantitative research to identify key industry workflows, end-user pain points and product requirements (both ADSK and Partner solutions) for target customer segment(s)
- Identify incumbent and future personas through primary research and pilot experiences
- With developers in Autodesk Research, continue evolution of Project Dasher prototype to meet commercial requirements
- With Autodesk Research, lead pilot project implementations of EPM prototypes with select customers across a range of building types: government, academic, commercial, healthcare, etc.; drive pilots in collaboration with multiple stakeholders including Owner, Contractor, and Strategic Partners

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- Ensure alignment of EPM strategy and offering with Autodesk Building Performance Analysis (BPA) team and product roadmaps

Go-To-Market/ Sales Planning / Product Launch

- Develop innovative strategies for bringing BIM/O&M integrations to market for commercial sale, as GTM approach may fall outside of Autodesk's traditional VAR channel/distribution
- Partner with ADSK marketing organization to support GTM realization; including positioning of existing ADSK portfolio/BPA offerings to support O&M segment
- Collaborate with sales and partner organizations to develop revenue forecast and financial performance metrics in prioritized regions
- Launch commercial products / integrated offerings and drive top-line revenue growth

“Thought Leadership” Content Generation

- From pilot projects, develop economic proof points about benefits of BIM integration for operational energy performance
- Recommendations on data communication standards to expedite the integration of BIM into O&M (e.g. BACnet, LONworks, MODBus)
- Presentation materials for Autodesk executives' presentations (e.g. USGBC, Green Sigma Coalition, BOMA) and customer briefings

REQUIRED EXPERIENCE/ SKILLS:

- 3+ years of experience in business line management, including M&A and/or partnership development
- 3+ years of experience in technology product management or development
- Direct experience and fluency with building energy management (commissioning, auditing, and/or energy modeling)
- Direct knowledge of BIM software (e.g. Revit, Navisworks, Green Building Studio) and/or O&M software solutions (e.g. those of Johnson Controls, Siemens, Schneider Electric, IBM, etc.)
- Deep experience in conducting primary market research, both qualitative and quantitative
- Strong business planning and analytical skills – including market intelligence, metrics design, financial analysis and business model development
- Strong written and communication skills – able to be an effective listener, communicator, and advocate for the development of new products and services within Autodesk and externally
- Strong presentation skills for executive-level briefings and industry events
- Strong collaboration and influencing skills with the ability to build constructive relationships with internal and external ‘champions’; can work effectively with a cross-functional team that does not report directly to the candidate
- Strong ability to multi-task, work under tight deadlines, and comfortable operating in ambiguous environments and in complex, matrix organizations
- Independently-driven and comfortable in a start-up entrepreneurial role
- Undergraduate and/or Master's degree from accredited institution; MBA a plus

DETAILS:

Start date: Immediate (i.e. September 2011)

Hours: Half-time to full-time, depending upon candidate

Compensation: Competitive

Location: Boston or San Francisco