

Product marketing lead Jobs In Sharjah | Canonical

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Company: Canonical

Location: sharjah

Category: other-general

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Canonical is looking for a Product Marketing Lead who will be responsible for leading a team that develops marketing strategies and go to market plans at a global level for the entirety of Canonical portfolio. This is a hands-on, multi-disciplinary and dynamic position, requiring close collaboration with the product and engineering teams, sales, as well as other marketing functions.

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ResponsibilitiesManage a team of product marketing managers covering all of Canonical portfolio; Cloud, IoT, Applications, Ubuntu, Security...

Lead on the development of compelling messaging and positioning that emphasizes business value and connects with target audiences throughout the buying journey

Prioritise and orchestrate your team's activities to maximise overall pipeline generation and individual product growth

Conceive and execute customer base communications and marketing programs to acquire new users, upsell and cross sell into our large base of customersApply Also:Chauffeur Jobs in

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RequirementPassion for technology and some exposure to one of the areas Canonical covers: Cloud, IoT, Ubuntu, Security and Open Source applications / middleware.

Ability to think strategically about complex issues, leading to thoughtful recommendations, and action plans

Exceptional interpersonal skills, and aptitude for forging trusting relationships across diverse, cross-functional teams

Conversant in go-to-market strategies and methodologies

Skilled in leading presentations and discussions with industry analysts, business, technical, and sales stakeholders

Excellent verbal and written communication skills, strong content marketer

Proven ability to prioritize and differentiate what matters from the noise, meeting deadlines without sacrificing quality

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