

United Arab Emirates Jobs Expertini®

Senior Manager - Global Product Marketing

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Company: Etisalat UAE

Location: dubai

Category: other-general

Own the lifecycle management of Etisalat's global managed ICT and Internet services delivered to customers. Lead development of new or enhanced services by: Analyzing/understanding the market Determining feasibility and prioritization of new services Writing market and product requirements Specifically bring new ideas in the areas of managed ICT services (SDWAN, ITFS, Managed WAN, collaboration), end-to-end customer solutions, vertical solutions and customer journeys. Have full understanding of Global Data, Voice and Managed ICT services and offerings in both primary and secondary markets. Responsible for planning, expansion and development of global ICT roadmap in line with market requirements Liaise with Product development to create product/service solutions that entirely fulfill customer needs/requirements and manage product life cycle of global ICT services Oversee Product Launch activities and plans to ensure continuous improvements and success of product launches. Strong presentation and persuasion skills – ability to present products and services to CxO level executives. Responsible for forecasting demand and revenue for global ICT services and performance reporting Enhances the services to meet the growing customer demands and provide customized solutions for products and services in order to meet revenue targets to deep dive into the customer base, define micro segments and create targeted products and review policies, procedures and guidelines for the Product and monitors and supervise their implementation evaluates and highlights the products ongoing performance and quality of its output, services, monitors and reviews key performance indicators product and business KPIs, and accordingly undertakes corrective actions to meet objectives Oversee planning, prioritization, and assignment of

objectives, KPIs and tasks to product management individual contributors and cross-functional teams.15.Churn management and proactive plan to meet objectivesResponsible for managing and ensuring realization of Global marketing initiatives into products to achieve annual revenue targetsLead creation of E2E Global Services ecosystem that includes revamping existing processes, creating new tools, financial and regulatory approvals and onboarding of new MS/ICT vendorsTranslate customer requirements into business requirements and define end-to-end techno commercial propositionCreate solution bundles and fill in gaps within portfolio to optimize revenuesPlanning and executing E2E GTM Activities with relevant teams Disclaimer: Drjobs.aeis only a platform that connects job seekers and employers. Applicants are advised to conduct their own independent research into the credentials of the prospective employer.We always make certain that our clients do not endorse any request for money payments, thus we advise against sharing any personal or bank-related information with any third party. If you suspect fraud or malpractice, please contact us via contact us page. Our goal is to make hiring as easy as possible. We find the right talent for every company, ensuring that each candidate finds a job they enjoy. Dr.Job FZ LLC provides 360-degree AI-powered recruiting and job search solutions. If you are looking for a job and haven't found your chance yet, you can upload your profile on our website and find thousands of opportunities globally!Our platform gives you the flexibility you need to thrive in today's market by allowing you to apply for all different kinds of jobs, whether they are full- or part-time, remote or on-site.


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