

Subsidiary Business Group Lead

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Company: Microsoft Dubai

Location: dubai

Category: other-general

The job posting is outdated and position may be filled• Accountable for the business goals and targets of supporting Microsoft 365 product (revenue, scorecard, and share dashboard), including consumption and usage. • Business leadership is critical in driving governance and changes in the business model, based on business issues and market dynamics. • Influence and orchestration, cross segment, cross discipline (sales, marketing, services, and partners) and between the geography and Corp. • Drive cross subsidiary collaboration health within your geography. • Influence the product planning prioritization to meet the local market's needs. Marketing Planning and Program Execution (25%) • Leadership and orchestration of marketing plans supporting the Microsoft 365 priorities: drive sockets (Transition to Cloud, Frontline, SMB), grow revenue (Hybrid Meetings, Modernize Endpoints, Modernize Comms), and establish new categories (Employee Experience), expand existing business (upsell/cross-sell E5 Security & Compliance, Azure Security), acquire new business (Azure Security), Dream Big (Privacy Management).

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