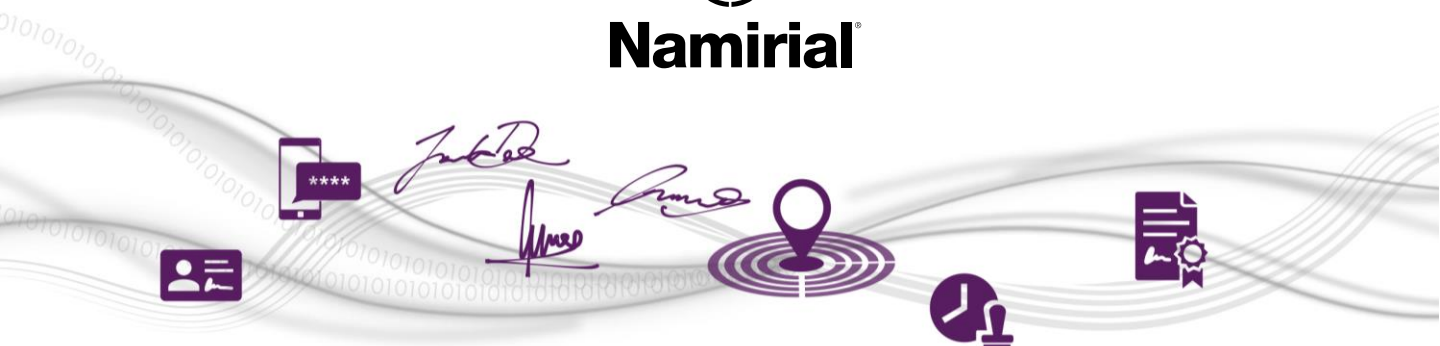




Namirial®



We are looking for you as our new

Senior Product Marketing Manager (f/m/d)

joining our team based in Ansfelden on-site
or remote within Austria or Germany as soon as possible

- **You're an experienced marketing professional with a strong technical background?**
- **Customers and colleagues describe you as enthusiastic, meticulous and ambitious?**
- **You like to market solutions empowering trusted digital transformation in high demand?**

If yes: Consider to apply and continue to read

Your opportunity

Namirial is one of the world's leading providers of digital trust services. Our solutions enable our customers to largely eliminate paper in their processes, especially when it comes to signatures, thanks to evidential electronic procedures. Our market will continue to grow strongly in the coming years - and you can grow with us.

Your tasks are varied and diverse: You will support private companies and public administration in working faster, more conveniently and more efficiently. You will gain valuable insights into a variety of industries and business areas.

More information about Namirial as an employer: www.namirial.com/career

Your new team

Our international marketing team is looking forward to welcoming you into the team. You can expect an experienced, well-coordinated, highly motivated team with a start-up spirit that really has fun at work.

Our prospective and existing customers value your new colleagues as reliable and trustworthy experts in the planning, implementation and optimization of the digitization of their processes - and in some cases for many years.



Check out the next page to learn more about experiences and skills qualifying you.



Discover your next career step

Your new role

In this highly cross-functional role you are responsible for the go-to-market strategy and execution for e-signature solutions, orchestrating synergies with Namirial trust services and strategic partner solutions. You are identifying market requirements, monitor market trends and evaluate new business opportunities. You are defining and continuously adjusting positioning and messaging of our digital trust services solutions and its underlying products. To prioritize our efforts in product development marketing and sales you will interface with juniors and seniors as you are driving the alignment of product management, customer success, direct and channel sales and marketing.

Your responsibilities

- Defining the solution packaging and product pricing with all stakeholders from sales and C-level management
- Adopting and localizing positioning and messaging based on regional requirements
- Manage cross-functional teams to plan and drive product launches,
- Creating product related presentations, demo videos, solution sheets, and web content
- Manage product-related relationships with key business partners
- Connecting with customers directly to fully understand their requirements
- Co-develop lead generation initiatives
- Create & deliver materials for reference by sales (direct & indirect) organization, including sales enablement, presentation materials, reference guides, FAQs, scripts and battle cards that help drive solution adoption and create sales excitement & revenue success
- Working closely with the global sales and channel teams to help convey the value of Namirial products and features to prospects and the market.
- Serving as a subject matter expert to Namirial sales teams, coaching them on how to convey the value of our products to customers of all sizes, industries, and verticals.
- Contributing to analyst engagements
- Represent the product in events, including webinars, user group meetings, and tradeshows

Your experience

- 3-5 years experience in technology B2B marketing or equivalent fields such as solution engineering or product management. Product marketing experience preferred.
- Bachelor of Arts (BA), Bachelor of Science (BS) or equivalent experience or business informatics
- Demonstrated ability to work cross-organizationally and with multiple external stakeholders
- Track record of working with product and sales teams

Additional beneficial experience

- Experience with collaboration tools, e. g. Google Workspace
- Experience with electronic signature solutions, e. g. DocuSign

Your skills

- Ability to define and drive project execution with minimal guidance, while gaining buy-in from project stakeholders and relevant executives
- Team player with highly collaborative, proactive and open work style, able to gather and disseminate details from various teams
- Charismatic and compelling speaker and presenter: both one-on-one with customers and in front of larger audiences
- Fluency in English and German in both spoken and written
- Readiness to travel between 4 and 8 days per month

Additional advantageous skills

- Proven ability to lead/inspire through influence
- Creative thinker that can generate innovative ideas and lead a cross-functional team to drive execution
- Exceptional storyteller writing, presentation and demo skills
- Good written and oral communication skills in Italian

Check out the next page to learn about what to expect when joining us.

Discover your next career step

You can expect

- An attractive compensation package
- Mentoring by an experienced management team and intensive training
- Flat hierarchies and direct, uncomplicated communication channels
- Familiar, friendly working atmosphere
- Flexi-time and trust-based working hours
- State-of-the-art, ergonomic workplace and technology
- Office with optimal access by car - conveniently located at the exit of A1 motorway
- Options for partial remote work
- Opportunities for further training and development
- Events with our team in Ansfelden and the teams in Europe

In addition, after successfully completing the probationary period

- Unlimited employment relationship
- option of using a company mobile phone for private use

The minimum salary is 3618 Euro gross per month. Actual remuneration according to qualification and experience!

You are also welcome to return to work after a sabbatical and/or family phase. We are looking forward to meeting you.

Apply Now!

We look forward to receiving your compelling application with a possible start date and salary expectations via email jobs_at@namirial.com

In case if you have further questions, please feel free to contact us via email.

Namirial does not accept unsolicited recommendations or résumés from outside agencies.

We do not consider unsolicited recommendations for candidates and / or résumés from outside vendors, including, without limitation, recruitment agencies, paid recruitment services, and recruitment agencies. Should an external agency submit a resume or a candidate's application without first signing an agreement with the provider, this resume becomes Namirial property. Namirial expressly reserves the right to contact and hire such candidates without incurring any financial obligation to the external agency.

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Follow our social media channels on [LinkedIn](#) and [Twitter](#)
www.namirial.com

