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# Example of Software Asset Manager Job Description

Our innovative and growing company is looking to fill the role of software asset manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for software asset manager

* Additional related responsibilities as required
* Aware of market trends and new developments in the specific markets and Life Science industry vertical
* Compile and maintain inventory of company software licensing assets for the purpose of tracking their corresponding compliance
* Ensure that any new software deployed follows established software license management processes
* Work with IT management and procurement team to optimize software licensing agreements, identify potential savings areas, manage software product contracts, and create automated processes to facilitate software procurement/deployment
* Advise and define license recommendations that support business goals, in collaboration with senior management and stakeholders
* Establish and maintain regular written and in-person communications with the organization’s business executives, IT leadership, and end users regarding pertinent licensing activities and best practices
* Own the go to market strategy and positioning as it relates to Direct for Asset Managers in Australia
* Work with a cross-functional team including sales to drive focused sales activity
* Act as the senior level, subject matter expert in the sales process and come to a better understanding of how clients use Direct

## Qualifications for software asset manager

* This role is also responsible for oversight of the main inventory location in San Ramon ensuring assets are managed in a secure environment within the inventory management group
* Lead product marketing programs such that sales teams and partner organizations are properly informed about product details, messaging, sales tools and collateral, pricing, and release schedules
* Develop compelling product messaging and cascade it into all product marketing deliverables and thought leadership programs
* Work closely with a customer success team and our customers to develop customer relationships and build a portfolio of happy customers that can be used as Sales references and public Case Studies
* 5+ years of experience in product marketing or product management – including experience with Software Asset Management
* Excellent people skills to interact with staff, colleagues, cross-functional teams, partners, and customers