Our company is growing rapidly and is looking to fill the role of offer manager. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for offer manager

- Defines strategic direction and plans for service business, monitors business performance and implements corrections cost reductions and incremental growth actions
- Manages and monitors performance of product and service business metrics (e.g., attach, penetration, revenue, TCE)
- May participate in initiatives to improve effective development and utilization of HP human capital
- Work with Segments and Marketing to gather appropriate market size / market opportunity detail, competitive data and market level price targets for proposed solutions
- Identify and understand customer requirements, opportunities for improvement, and unmet customer needs
- Collaborate with sales professionals, colleagues, and external influencers and industry experts to produce relevant content that meets the needs of both key stakeholders and our audience
- Monitor, analyze, and evaluate market trends, consumer behavior, and competitor activity to identify market opportunities
- Create effective, compelling positioning, messaging, and sales tools that are understood and used
- Create detailed marketing roadmaps for critical launches and campaigns, coordinating deployment with key stakeholders to ensure maximum impact in the market
- Drive demand generation activities to help create market awareness and qualified sales leads

- Ability to blend technology with business strategy and develop plans for new products/services and program initiatives for end user services
- Pre-sales process experience in IT outsourcing and managed services engagements related to end user services and end user computing management
- Good understanding of the impacts of emerging business and technology trends as they relate to end user services and their implications for business and ability to work across engineering, delivery and sales functions and promote ideas and concepts and drive organizational change management
- 3+ years of coding experience in Java, C++, or another object-oriented language
- Bachelor's Degree in Business, Engineering, or other technically focused field
- 4+ years of experience in a technical, customer facing role