Global Industry Content Manager

Minimum qualifications:

* Bachelor's degree or equivalent practical experience
* 10 years of work experience in product management, product marketing, or equivalent experience in the enterprise software technology industry in Telco
* Experience working with global cross-functional teams

Preferred qualifications:

* Experience with Cloud solutions, including their application to solving customer business problems
* Expertise in cloud technology and/or demonstrated proficiency with cloud messaging and productivity tools
* Ability to take complex business challenges and/or solutions and structure them in a way that is simple and meaningful for a specific audience
* Comfortable working in a fast growing, dynamic and often ambiguous environment across multiple time zones
* Excellent verbal and written communications skills, with awareness of cross-cultural, cross-audience, multimedia and data-driven communications

## **About the job**

Google is developing groundbreaking cloud solutions for companies, leveraging years of experience in building secure, reliable, and scalable cloud technology. With excellent Google differentiation in data analytics and machine learning, security, application development and collaboration software, we’re well on our way -- but we need more people who can help us write and tell that story. If you’re as excited about building what’s next as we are, Google Cloud is the place for you.

As a Global Industry Content Manager, you will be responsible for positioning our solutions in the context of industry-specific challenges faced by customers and empowering our sellers to have business value conversations. You will partner closely with the Global Solutions Leadership Team and Sales Enablement to develop content to support Google Cloud’s industry solutions roadmap and roll out industry-specific enablement programs to field sellers.

In this role, you will ensure sellers are equipped to speak the language of their customers, be focused on the business outcomes of the customer base and have the highest priority at executive levels. A pivot to Industry Solutions and Value Selling is a key focus for Google Cloud and you will play a critical role in this journey.

Google Cloud provides organizations with leading infrastructure, platform capabilities and industry solutions. We deliver enterprise-grade cloud solutions that leverage Google’s cutting-edge technology to help companies operate more efficiently and adapt to changing needs, giving customers a foundation for the future. Customers in more than 150 countries turn to Google Cloud as their trusted partner to solve their most critical business problems.

## **Responsibilities**

* Partner with Global Industry Solutions Leaders and Value Engineering to define an Industry Bill of Materials based on industry solutions roadmap.
* Develop customer-facing content, positioning the value of Google Cloud to solve industry-specific challenges.
* Deliver industry news, insights and implications to shape industry narratives and educate vertical communities.
* Collaborate with Sales and Partner Enablement teams to activate and train sellers and partners on industry content across a variety of channels (e-learning modules, in-person training).
* Manage industry portals to deliver content and industry community engagement for sellers and external partners.