

## Marketing Manager

Celebrating our 10th year, Bluebeam Software is a growing technology company made up of people who like to push the limits, be different and do great things. Our award-winning software is used by leading architecture, engineering and construction firms to implement paperless workflows and redefine the way they work, consistently resulting in faster and clearer communication, improved collaboration and reduced costs.

Behind the scenes, the Bluebeam Team works collaboratively towards the common goal of helping our customers do what they do better. At Bluebeam hard work is recognized, new hires are encouraged to share their ideas and the environment is friendly, energetic and fun. Learn more about our culture in this video: <http://www.bluebeam.com/work-at-bluebeam>.

Bluebeam has an immediate opening for a Marketing Manager to join our tight-knit team. This new position will oversee all marketing programs for our reseller channel. The ideal candidate will have 3-5 years of relevant work experience in marketing with at least 2 years in a management role. This position is based in Pasadena, CA and reports to our VP of Global Marketing.

### Primary responsibilities:

- Develop strong relationships with reseller Marketing Managers and work with them to effectively market our software products to their customers
- Research and evaluate marketing opportunities, proposals and costs and create a marketing plan with each reseller partner
- Determine message for each marketing campaign, write copy and contribute ideas to the design development of each marketing piece
- Plan, implement and manage reseller incentive programs
- Plan reseller marketing events including office visits, training sessions, and sponsorship of annual conferences
- Track expenses, performance data and ROI for marketing campaigns
- Update partner website and share new ideas for website content
- Create and distribute a monthly email newsletter to the reseller channel and distribute product or program announcements

### Requirements:

- 3-5 years of marketing experience that includes planning marketing campaigns, monitoring budgets, tracking performance and calculating ROI. Some marketing experience in a software/hardware/technology company preferred.
- Ability to travel occasionally for meetings or events

- Professional, yet creative, writing and editing skills and strong understanding of correct grammar.
- Strong computer skills including Microsoft Word, Excel, PowerPoint and the aptitude to learn how to use and promote Bluebeam Software.
- Must be extremely organized, able to handle multiple projects at once, able to meet deadlines, and move projects forward with little supervision.
- Must work well in a collaborative team environment, develop a positive rapport with team members and partners, and contribute creative ideas to the entire team.
- Must have a strong work ethic, demonstrate emotional maturity and sound judgment.
- Must have a desire to join a young, growing company with a fun, dedicated and innovative culture and put forth the necessary effort to accomplish personal, team and company goals.
- Must be able to work in the U.S. without employer sponsorship
- Bachelor's degree required.

Bluebeam offers a competitive salary as well as an annual incentive bonus based on performance. Our excellent benefits package includes medical, dental, disability, and life insurance, 401k, and paid time off.

If you think you are good match for the Bluebeam team, please send the following to [workmkt@bluebeam.com](mailto:workmkt@bluebeam.com):

- ✓ Cover Letter
- ✓ Resume