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Go To Market Manager

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Company: Tpg Telecom Group

Location: Melbourne

Category: other-general

We've only just begun, but what a beginning. In a once in a generation moment, we've brought together powerful brands to create one united force. TPG Telecom has a powerhouse of brands which include Vodafone, TPG, iiNet, Internode, Lebara, AAPT and felix. The latest technology and brave thinking let us connect our people and communities. You could play a role in that. A big one. We invite you to bring your boldness and stand out. You are empowered. Opportunities are plenty for those ready to accept the challenge.

This opportunity Reporting to the Go To Market Team Leader, the Go To Market Manager is responsible for driving the Go to Market (GTM) strategy of the Business Launch or Customer Operations plan end-to-end, providing operational and programme leadership. Responsibilities Drive the Go to Market (GTM) of the marketing or Customer Operations plan end-to-end, providing operational and programme leadership. Work collaboratively with the product, promotions or pricing teams and Project Managers to help them deliver on their road map. Ensure that any GTM activity has a plan, is appropriately resourced and effectively managed and delivered end-to-end – to quality and time. Communicate the end-to-end GTM plan to relevant business stakeholders. Engage with all the relevant stakeholders across marketing working with them on proposition development and delivery. Ensure that segment and product briefs are delivered on time and that execution delivers to brief. Ensure that individual GTM teams are delivering their programmes of work in an integrated way that leverages all appropriate customer touch points. From time to time, own and lead the delivery of significant Marketing programmes e.g., the launch of game changing handsets, key

product developments, key marketing projects. Time to market and quality of execution. Knowledge and experience Some experience within a similar role working either in a Sales or Sales Operations environment. Ability to work collaboratively. Align organisation culture with business strategy, in particular customer focus and employee engagement. Successfully led a cross-functional initiative with significant stakeholders and outcomes. Actively encourages different perspectives to stimulate ideas and identify new opportunities. Builds organisational talent for now and the future. Holds self-accountable for own and team's results and behaviour and stays positive and effective in challenging situations. Driven by the opportunity for positive impact and will leave the business and people better than they found them. Makes things simple and relevant. Focuses efforts on collaboration and achievement of organisational outcomes, not personal gain. (e.g. non-hierarchical, small company mentality). Leads with their authentic self, not the power of their position. Says what they mean whilst maintaining respect for others. Benefits and perks Flexible hybrid way of working (from home and office) 'Stay Connected Mobile' – Access to a free mobile plan 'Stay Connected NBN' – Access to a free NBN 100 plan 'Your Leave' - an additional 4 days of leave to be used whenever you like - every year Access to TPG Learning Hub platform and internal development opportunities Access to Corporate Partner Discounts Bolder and better together! Don't meet every single requirement? We're ok with that. Studies have shown that women and those of underrepresented groups are less likely to apply for roles unless they meet every single criteria. At TPG Telecom we recognise that what may make you different, makes the difference! We're all about enabling every individual to be their authentic selves and creating a place where everybody belongs. If you are excited about this role, but your experience doesn't align perfectly with every qualification in the job description, we encourage you to APPLY NOW. You may just be the right candidate for this or perhaps another similar role with us. We are a 2023 CircleBack Initiative Employer – we commit to respond to every applicant. Our Talent Acquisition Team and Hiring Managers kindly request no unsolicited resumes or approaches from Recruitment Agencies. TPG Telecom is not responsible for any fees related to unsolicited resumes.

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