

Technical Enablement Manager, Cloud Platform

Apply Now

Company: Atlassian

Location: Australia

Category: other-general

Technical Enablement Manager, Cloud Platform This is a remote position serving a global audience, ideally located in North America. Your future team At Atlassian: Sales Enablement is a creative, data-driven blend of art and science. We build learning journeys with passion and best practices while proactively consulting data to deliver results. In the Technical Enablement role, we combine deep market & solution knowledge with a passion for upskilling our most technical sellers leveraging skills across Instructional Design, Project Management, and Facilitation. As a Sr. Technical Enablement Manager supporting Cloud Migrations, you'll report to the Sr. Manager of Ongoing Readiness and be a strategic advisor, content creator, curriculum owner, and mentor all in one. It's not just about sharing information; it's about making positive changes in behavior that benefit our business and customers. Our Ongoing Readiness team designs learning programs, creates e-learning and training sessions, and supports transformational initiatives. We handle projects from start to finish, aiming to improve existing methods and boost revenue-generating activities.

Compensation At Atlassian, we strive to design equitable, explainable, and competitive compensation programs. To support this goal, the baseline of our range is higher than that of the typical market range, but in turn we expect to hire most candidates near this baseline. Base pay within the range is ultimately determined by a candidate's skills, expertise, or experience. In the United States, we have three geographic pay zones. For this role, our current base pay ranges for new hires in each zone are: Zone A: \$150,300 - \$200,400 Zone B: \$135,300 - \$180,400 Zone C: \$124,800 - \$166,400 This role may also be eligible for benefits, bonuses, commissions, and equity. Please visit go.atlassian.com/payzones for more information on

which locations are included in each of our geographic pay zones. However, please confirm the zone for your specific location with your recruiter. In this role you'll:

- Establish and maintain technical expertise on new and emerging Atlassian technology, products, solutions, & GTM strategies and effective migration strategies to the Cloud
- Proactively engage with cross functional teams to effectively plan, prioritize, execute & follow-up
- Identify, prioritize, develop, and execute successful enablement plans, assets, and programs at scale for our technical sales teams
- Ability to effectively plan, prioritize, execute, and follow-up in a timely manner and anticipate problems and roadblocks.
- Collaborate effectively with the broader Sales Onboarding & Ongoing Readiness teams
- Partner with SMEs and cross-functional teams on development and delivery of enablement content that can be adjusted to meet the needs of technical audiences with varying levels of technical depth
- Benchmark, track, and report on metrics using these insights to improve programs
- Support creation of technical content including how to implement specific use cases or best practices for new technologies
- Lead Technical enablement activities that result in the possession & mastery of the right knowledge, assets, and tools to differentiate and sell Atlassian solutions
- Uphold and share Atlassian's values

On day one we'll expect you to...

- Have a Bachelor's degree in Computer Science, Information Systems, Engineering, Business or a related field. A Master's degree or MBA will be advantageous.
- Have a minimum of 3 years of experience in a technical sales, sales engineer, or sales training role
- Have a strong understanding of Cloud solution & market trends, with experience in Atlassian tools like Jira, Confluence, etc.
- Develop and manage cross-functional projects & relationships at all levels without direct authority
- Build and manage solutions and enablement programs, from business case creation and approval to high-level roadmaps and education/communication plans
- Possess the product & solution depth required of our Technical Sales teams, acting as liaison between field observations and GTM strategies
- Apply a strong understanding of adult learning theory and instructional design with creative and actionable ideas that establish a world class technical enablement program in a fast-paced, dynamic environment

Don't see an exact role match? No problem! Join our Talent Community and stay up-to-date on company and careers updates relevant to your career.

#J-18808-Ljbffr

[Apply Now](#)

Cross References and Citations:

1. Technical Enablement Manager, Cloud Platform [CosmeticsjobsJobs Australia Cosmeticsjobs](#)
2. Technical Enablement Manager, Cloud Platform [DatasecurityjobsJobs Australia Datasecurityjobs](#)
3. Technical Enablement Manager, Cloud Platform [EntertainmentjobsnearmeJobs AustraliaEntertainmentjobsnearme](#)
4. Technical Enablement Manager, Cloud Platform [TechgiantcareersJobs Australia Techgiantcareers](#)
5. Technical Enablement Manager, Cloud Platform [Logisticsjobs Jobs Australia Logisticsjobs](#)
6. Technical Enablement Manager, Cloud Platform [Openairmedia Jobs Australia Openairmedia](#)
7. Technical Enablement Manager, Cloud Platform [Saopaulojobs Jobs Australia Saopaulojobs](#)
8. Technical Enablement Manager, Cloud Platform [Governmentjobsnearme Jobs AustraliaGovernmentjobsnearme](#)
9. Technical Enablement Manager, Cloud Platform [Softwareengineeringjobs Jobs AustraliaSoftwareengineeringjobs](#)
10. Technical Enablement Manager, Cloud Platform [Seasonaljobs Jobs Australia Seasonaljobs](#)
11. Technical Enablement Manager, Cloud Platform [RetailjobsnearmeJobs Australia Retailjobsnearme](#)
12. Technical Enablement Manager, Cloud Platform [DhakajobsJobs Australia Dhakajobs](#)
13. Technical Enablement Manager, Cloud Platform [Automobilejobs Jobs Australia Automobilejobs](#)
14. Technical Enablement Manager, Cloud Platform [Orthopedicjobs Jobs Australia Orthopedicjobs](#)
15. Technical Enablement Manager, Cloud Platform [Appdeveloperjobs Jobs Australia](#)

Appdeveloperjobs ↗

16. Technical Enablement Manager, Cloud PlatformSearchcanadajobs Jobs Australia

Searchcanadajobs ↗

17. Technical Enablement Manager, Cloud PlatformCosmeticsjobsJobs Australia

Cosmeticsjobs ↗

18. Technical Enablement Manager, Cloud PlatformShanghaijobs Jobs Australia

Shanghaijobs ↗

19. Technical enablement manager, cloud platform Jobs Australia ↗

20. AMP Version of Technical enablement manager, cloud platform ↗

21. Technical enablement manager, cloud platform Australia Jobs ↗

22. Technical enablement manager, cloud platform Jobs Australia ↗

23. Technical enablement manager, cloud platform Job Search ↗

24. Technical enablement manager, cloud platform Search ↗

25. Technical enablement manager, cloud platform Find Jobs ↗

Source<https://au.expertini.com/jobs/job/technical-enablement-manager-cloud-platform-australia-atlassian-294-254803/>

Generated on: 2024-05-06 by [Expertini.Com](https://expertini.com)