MarketStar currently has an opening for a Senior Enabling Manager in Ogden, Utah. The Senior Enabling Manager will be responsible for managing assigned University relationship with the client and delivering the technical and engagement value propositions to professors, deans, and students. Also assisting Universities with all on-going business including, but not limited to, enabling programs and promotions, developing strategic long term relations, territory management, and prioritizing customers and responsibilities.

Responsibilities & Attributes for Success:
• Represent client as first and main point of contact in front of the Universities for enabling their curricula and applications for clients Architecture (IA) and consequently, taking advantage of the campaigns, activities, and programs offered upon eligibility.
• Direct the Universities through the E2E process from recruitment, building the pipeline, ensuring soft and hard commitments on including Intel technologies in their curricula, guiding through the process, supporting validation, communicating and supporting the programs.
• Demonstrate increased efficiency (time wise and process wise) in managing the assigned account base of Universities.
• Deliver against individual and team goals (quarterly, yearly, per program or project base).
• Develop the software segmentation and/or country/region ecosystem “know-how” and be able to present the respective information in front of management and key client stakeholders.
• Build, coordinate, manage, and engage a targeted and semi-dynamic high quality account base of Universities (quality being defined as Universities in top lists, innovative Universities in specific segments/countries/technologies).
• Prioritize amongst the owned account base aligned to client current (yearly) focus.
• Contribute through the managed account base to the main client revenue targets, APB, DRD POR goals, etc.
• Deliver trainings to peers, new team members (intra- or cross Geo’s) and guide colleagues through the onboarding process (mentoring, coaching) as well as on an ongoing basis to prevent/ correct issues.
• Deliver trainings to Universities on a regular basis.
• Demonstrate the business and technical acumen needed to manage the account base.
• Ensure University attendance to technology events (e.g. IDF, GDC, MWC, etc.) and roundtable events hosted by clients execs; support stakeholders and peers on logistics, invitations, prep work, etc.
• Report back to client on return of investment (ROI) of technology events attendance and overall ROI of campaigns in which the Universities take part.
• Create Monthly Status Reviews, Account Review packages, Success Stories material and present them as needed in front of Intel® execs.

What’s required to be considered:
• Bachelor’s Degree in sales, business or technology fields or equivalent work experience
• Obtained a minimum of a two-year degree, especially in Computer Science, Technical Sales, Business, Marketing or other technological educational background/training.
• Be involved and pursuing ongoing educational programs that demonstrate their utility on performing the job requirements and delivering as per job expectations.
• Have the relevant experience (1.5+ years) in Sales, Engineering, Marketing or other relevant experience background, preferably in a multinational company or a University
• Having worked previously in a multinational environment with various nationalities, being psychologically savvy on cultural differences.
• Mid- to proficient level of MS Office knowledge, most importantly Outlook, Excel and PowerPoint.
• Being familiar with CRM tools, ideally Salesforce.
• Proficient knowledge of English (native or close to native level) – writing, reading, understanding, speaking, plus additional languages (e.g.: Portuguese, Spanish, etc.) as per requirement of the respective job position.
• Excellent communication skills including ability to present concepts and ideas to various audiences

How to apply and what to expect:
• All applicants must apply online; www.marketstar.com
• If selected, you may be asked to complete a video interview and must have access to a computer or device with a webcam
• If offered employment with MarketStar, all new hires must pass a pre-employment background check and drug screen
About MarketStar:
MarketStar is part of the Omnicom Group (NYSE: OMC), headquartered in Ogden, Utah. As a pioneer in outsourced sales and marketing, we’ve supported the vision and promoted the success of both large and small companies across the world. Each day, MarketStar’s team manages over 80,000 commercial accounts, visits 1,250-plus retail stores, interacts with over 8,000 customers via phone, and influences more than $13 million in sales for our clients.

MarketStar is proud to be an equal opportunity employer. MarketStar does not discriminate in any aspect of employment on the basis of race, color, religion, national origin, ancestry, gender, sexual orientation, gender identity and/or expression, age, veteran status, disability, or any other characteristic protected by federal, state, or local employment discrimination laws where MarketStar does business.