



ZutaCore is looking for a talented, ambitious team-player, to join our Marketing team. We are a fast-growing, well-funded, private company that develops waterless, direct-on-chip, two-phase liquid cooling systems for the soaring data center market (and beyond). We are working with an ecosystem consisting of some of the world's leading brands in the data center value chain, enabling them to reach a more sustainable digital transformation.

We invite you to join our purpose-driven culture of passion, optimism, and caring about our customers and each other.

- We are bound by a shared vision
- We are committed to the highest quality standards for all of our products and services
- We consistently providing the best service and support to our customers
- We believe anything is possible
- We play as one, and we are all a part of a winning team
- We act fast, and believe in accountability

Job description

Title: EMEA Marketing Manager

Scope: Full-time

Location: Europe

Travel: 25%+

Job Description:

At ZutaCore, our sales/marketing team is the engine that drives our global customer reach, engagement, and ultimate revenue growth. We are seeking a qualified marketing manager (with at least 3-5yrs of experience), to help grow our revenue engine, by working closely with the EMEA sales team, global marketing, and our channel partners. The ideal marketing manager has an in-depth knowledge and understanding of key marketing initiatives and activities that will help the company grow in this region. We're seeking a quick learner, and a self-starter, that has a solid understanding of the server/data center market. The role demands a leader with a lot of passion and energy, that is able to work in a very fast-paced environment.

This position will report directly to our VP, Global Marketing, and will also work very closely with the EMEA sales team, enabling the company to grow in this region by supporting key sales/marketing activities. As a successful hire, you will be responsible for providing guidance, strategy, and execution, related to the EMEA sales/marketing activities, by evaluating and developing marketing strategies, planning and coordinating marketing efforts, communicating marketing plans to all key stakeholders, while helping build awareness and positioning for our company's brand. Additionally, you will oversee organizing and managing company conferences, trade shows, and major events connected to the EMEA region.

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Responsibilities:

- Developing and executing on the company's marketing strategy and plan pertaining to the EMEA region – able to manage and track key deliverables, in a timely manner.
- Exceptional communicator – able to deliver marketing content and assets to support EMEA sales activities, while working closely with our multiple channel partners
- Comprehensive understanding of company's products and services and able to communicate the value proposition to key stakeholders.
- Provide competitive analysis and benchmarking connected to this region.
- Working closely with the EMEA sales team, supporting key activities and initiatives to help increase revenue and brand awareness in this region.
- Manage all regional marketing campaigns (email, ads, social media, etc.,) to help grow the customer pipeline (MQLs and SQLs) and elevate the overall company brand.
- Manage the marketing budget for this region.
- Organizing and managing company conferences, trade shows, and major events, in this region.

Requirements:

- Bachelor's degree in business, marketing, communications, or a related field.
- At least 3-5 yrs of marketing experience in related industry/markets.
- Proven experience in managing and executing various marketing campaigns, and able to show measurable results.
- Effective communicator, with fluency in English.
- Obsessed with customer satisfaction, and voice of customer.
- Proven ability to multi-task, manage budgets, and be very comfortable in a fast-paced environment.
- Must be a team player, having a very collaborative approach to all projects and engagements.
- Competency in Microsoft applications including Word, Excel, and Outlook.

Please submit resume to:

claudio.cossu@zuta-core.com