

Job Announcement

We are looking for a business minded individual with capabilities to drive our product marketing and management.

Product Marketing Director in Helsinki area, Finland

Eniram is leading the maritime industry to a cleaner and more efficient operation. With novel decision support systems the company helps its customers to save several hundred thousands of euro's in fuel per vessel. Eniram solutions range from single onboard applications which drive instant savings to comprehensive fleet analysis where the power of data is used to give strategic guidance to customers worldwide.

Eniram's annual revenues have grown by 6209% over the last five years, recently earning the company the number one spot in Deloitte's 2011 Finland Fast 50 list of high-growth technology businesses as well as the fastest growing greentech company in Europe.

Your role will be to master the whole tactical and strategic product marketing mix with a dedicated international team. You have previous product marketing experience preferably from solutions business. Your main goal with your team is to ensure our product portfolio addresses our customers' current and future needs. With your analytical thinking our future products ensure competitive edge. You are also capable to craft the marketing message with solid value propositions.

Key Responsibilities

- Management of our solution portfolio with active customer and industry involvement
- Coordination, prioritization and implementation of solutions, products and features
- Market analysis, pricing and margin follow up
- Outbound and internal marketing activities to launch products and position us as a company
- Close cooperation with the global sales team, customers, and industry
- Direct and channel portfolio development

Skills

- Business oriented attitude with good sense in technology
- Analytical and thorough in execution
- Capability to collect and analyze information from multiple sources and derive proposals with solid argumentation for decision making
- Market driven innovation leader
- Good presentation and negotiation skills

We offer

- A permanent, full-time position with international exposure
- Challenging responsibility and interesting work in a capable team
- Flexible working hours
- Excellent opportunities for professional development

The position requires a good command of English, mainly written. Applicants must have the right to work in Finland without restriction. The position will be filled as soon as possible.

To apply, please send your application including a CV and salary request by e-mail to [careers\(a\)eniram.fi](mailto:careers(a)eniram.fi) latest by February 20th 2012 in reference to "Product Marketing Director, HD/FIN/029".

For more information, please refer to www.eniram.fi or email [careers\(a\)eniram.fi](mailto:careers(a)eniram.fi).