

Go To Market Project Management Americas

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Company: Amadeus

Location: Bogotá

Category: business-and-financial-operations

Job Title

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Summary of the role:

Support the execution of the release and decommissioning strategy to rationalize product portfolio.

Planning and execution: The person in this role will contribute to the planning of new product launches /evolutions-updates / and decommission projects in specific markets in the sub-regions.

In addition, this role will contribute to securing and validating end-to-end product and solution readiness for specific markets in the sub-regions and drive execution of all Release to Market (Go to Market) activities in those specific market in close collaboration with sales, marketing, legal, delivery, commercial operations, revenue management, learning and customer service.

In this role you'll:

Rollout the end-to-end process and go-to-market success criteria to release, launch and decommission solutions in a market.

Define activities to be performed to most effectively communicate and educate internal teams and customers on solution capabilities and value.

Ensure that market contexts, problematics and strategies are systematically considered as critical input to build successful and actionable strategy.

Manage Go to Market plans in coordination with Regional teams including secure execution readiness of key Regional stakeholders Sales, Marketing, Rev Ops, Customer Service, Legal, Rev. Mngnt, Finance, Controlling and Delivery.

Coordination of different local systems update to ensure market readiness.

Go To market Projects implementation for specific markets in specific sub-regions.

Lead project implementation

Manage and monitor execution Release to Market activities in coordination with all parties involved.

Identify and manage project dependencies and critical path.

Implement corrective actions whenever needed.

Drive transversal release to market projects across markets/regions/segments to ensure global consistency/ process harmonization in regional market activities.

Provide quality control validation of regional project plan progress to make go/no go decision for release and launch.

Improvement cycle

Ensure effectiveness of Go to Market projects with the regions and segments or sub-segments.

Drive Best Practice sharing activities and implementation with other Business Domains to increase overall go-to-market capabilities.

Capacity to understand how day-to-day actions or decisions impact the profitability and the performance of Amadeus.

Has the ability to understand a business need and to analyze how existing or new Amadeus IT solutions can fulfil these business opportunities

About the ideal candidate:

University degree in Business Administration, Sales & Marketing, Product Management, Engineering, or related field, or equivalent work experience.

3 to 5 years' experience of IT product management, product knowledge, product deployment, project management with experience on a range of functional areas.

English fluent.

Writing: Can produce clear, well-structured, detailed text on complex subjects.

Has a good customer segment and Amadeus knowledge with strong customer focus.

Has good understanding of IT infrastructure/delivery.

Ability to manage projects across organizations.

Ability to manage remote teams.

Diversity & Inclusion

We are an Equal Opportunity Employer and seek to hire the best candidate regardless of age, beliefs, disability, ethnicity, gender or sexual orientation.

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