

## M&O Lead at Microsoft

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Company: JobWebKenya

Location: Kenya

Category: computer-and-mathematical

### Job Description

(adsbygoogle = window.adsbygoogle || []).push({}); Microsoft Corporation (commonly referred to as Microsoft or MS) is an American multinational technology company headquartered in Redmond, Washington, that develops, manufactures, licenses, supports and sells computer software, consumer electronics and personal computers and services. Its best known software products are the Microsoft Windows line of operating systems, Microsoft Office office suite, and Internet Explorer and Edge web browsers. Its flagship hardware products are the Xbox video game consoles and the Microsoft Surface tablet lineup. As of , it was the world's largest software maker by revenue, and one of the world's most valuable companies.

### Overview

The Marketing & Operations (M&O) team plays an essential role translating Microsoft's Commercial Strategy to a local execution plan and driving operational excellence to achieve the greatest results possible. Our team drive cross-company, cross-Area and cross-Subsidiary insight and execution excellence, bringing strategy and priorities to life by accelerating the pace of transformation and enabling Microsoft to deliver business impact at scale.

It is the most exciting time to join Microsoft at any level but particularly for an M&O Lead. The opportunity to transform our business, inspire our employees and customers with a vision for your Country/Area and be able to Operationalize high performing teams to this vision will be critical to the success of any M&O Leader in Microsoft.

## **Responsibilities**

### **People Management**

Managers deliver success through empowerment and accountability by modeling, coaching, and caring.

Model – Live our culture; Embody our values; Practice our leadership principles.

Coach – Define team objectives and outcomes; Enable success across boundaries; Help the team adapt and learn.

Care – Attract and retain great people; Know each individual's capabilities and aspirations; Invest in the growth of others.

### **Growth and Transformational Leadership**

Synthesizes findings into insights across sales projects, including implications that inform sales objectives, leveraging executive presence to influence decisions and proactively identifying expansive ideas for field and partner sales strategy.

Leverages insights to develop recommendations around potential future growth opportunities and strategic issues for Microsoft sales processes.

Leads teams to execute projects, programs, and initiatives to deliver financial and operational results.

### **Connected Sales and Marketing**

Provides leadership to teams across the area/subsidiary for a connected sales and marketing strategy.

Serves as an owner for the creation and execution of a strong central marketing discipline to establish and lead local, modern marketing governance and capability within the area/subsidiary.

Connects Microsoft priorities and strategies to local sales and marketing priorities.

### **Customer Value Creation**

Provides advice and industry expertise to help team connect Microsoft solutions, priorities, and strategies to customer business impact and priorities. Identifies gaps and drives new workloads through communication of financial value to the customer, collaborating with sales team

and driving new workloads.

### **Delivering Business Results**

Drives resource optimization of key investments with rigor in partnership with the Chief Financial Officer (CFO) to deliver right resources at right time with right return on investment. Collaborates with internal teams (e.g., Finance, Marketing, Engineering, Field Sales). Manages and cultivates relationships with senior internal leaders (e.g., Directors, General Manager [GM]-level, higher).

### **Business and Sales Operations Leadership**

Cultivates Business and Sales Operations capability to credibly lead marketing governance for the Area/Subsidiary to drive a balance in short term results with longer term market momentum, including driving focus on winning new audiences to compete effectively..

Leads a team to identify opportunities to drive optimizations and new digitalization solutions based on customer strategies, and discusses customer needs and solutions based on customer insights. Develops effective leadership to teams (e.g., Central Marketing, Business and Sales Operations, Compete, Customer and Partner Experience, Business Product Group).

### **Culture and Leadership at Scale**

Drives initiatives and capabilities needed to drive suMicrosoft Corporation (commonly referred to as Microsoft or MS) is an American multinational technology company headquartered in Redmond, Washington, that develops, manufactures, licenses, supports and sells computer software, consumer electronics and personal computers and services. Its best known software products are the Microsoft Windows line of operating systems, Microsoft Office office suite, and Internet Explorer and Edge web browsers. Its flagship hardware products are the Xbox video game consoles and the Microsoft Surface tablet lineup. As of , it was the world's largest software maker by revenue, and one of the world's most valuable companies.

ccess within scope of accountability and works to develop/mentor/coach talent internally or develop plans to attract needed talent to Microsoft. Champions Diversity and Inclusion (D&I) plan, inclusion throughout talent process, and diversity-recruiting strategy.

Drives change and cultural transformation within area of accountability as a coach, mentor, or

program leader. Inspires managers and individuals in the organization and fosters a culture of customer-centricity, accountability, collaboration and achieving big bold goals.

Represents the company externally with local partners, influencers, and national leaders in support of the company's strategy.

### **Other**

Embody our culture and values

### **Qualifications**

#### **Required/Minimum Qualifications**

Bachelor's Degree in Economics, Engineering, Accounting, Finance, Business, or related field, AND multiple years of related experience, including senior sales leadership roles, managing high-performance sales and/or technical-sales teams, coaching solution sales and account development strategies, and/or leadership roles in multi-tiered large organizations

OR equivalent experience.

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