

Skybox Security
Marketing: Marketing Automation Manager
Location: San Jose, CA (Silicon Valley)
Posted:

Background

Skybox Security, Inc. is a fast-growing cybersecurity company, providing best-in-class security management solutions for an impressive list of the largest corporations and government/defense agencies in the world. We are on a fast upward trajectory, growing at 50% year over year for the past few years, and fueled by a \$96M growth equity round in February 2016 led by Providence Equity.

Our team is passionate, innovative and creative —a group of professionals who share a common vision to build the best and most trusted cybersecurity analytics company in the world. Over the next two to three years, we expect to double our staff, expanding in all departments in the US and internationally.

Position Description

We are looking for an energetic marketing automation professional who wants to manage the company's global marketing program needs. The Marketing automation manager will play a key role in campaign development and execution within Marketo. You will manage programs in Marketo, and work closely with marketing operations, demand generation, global marketing teams, and other key stakeholders internally & externally to execute demand generation programs using Marketo. This position is great for someone who enjoys executing programs in Marketo.

This position reports to the Director of Demand Generation, and is located at the Skybox Security headquarters office in San Jose, CA.

Key Responsibilities

- Work closely with global marketing team in end-to-end execution of programs in Marketo, including program creation, segmentation, QA, tracking and list imports
- Develop program benchmarks and monitor campaign results in Salesforce to increase engagement, improve responses and ensure maximum return on efforts
- Build and manage automations for nurture and lifecycle campaigns, A/B tests, and others
- Assist with demand gen programs including including running webinars, content syndication programs, and ABM campaigns
- Assist with data integrity practices, including cleansing, de-duplication and data normalizations
- Establish and maintain scalable processes, share best practices, create documentation and conduct training relating to marketing automation

Qualifications

- Minimum of 2 years' experience Marketing in B2B technology
- Experienced with Salesforce and Marketo required

- Marketo Certified Expert (a plus)
- Personable, professional, and friendly
- Very organized and highly detailed; exceptional time management skills
- Previous small company or startup experience highly desired
- Excellent verbal and written communication skills
- HTML experience helpful

Location

San Jose, CA

Competitive Salary, Equal Opportunity Employer

Skybox Security offers a full benefit package including 401K match, bonus, and stock options. Compensation will commensurate with experience.

Skybox Security is an equal opportunity employer and does not unlawfully discriminate on the basis of race, color, religion, sex, sexual orientation, gender, gender identity, gender expression, national origin ancestry, age, medical condition, disability, veteran status, marital status, or other prohibited factors under applicable federal, state, and local laws.

To Apply

Please send a resume and cover letter to jobs@skyboxsecurity.com, either as a link or as plain text, in the body of the email to apply.

- Principals only. Recruiters, please don't contact this job poster.
- Please, no phone calls about this job!
- Please do not contact job poster about other services, products or commercial interests