Global Marketing Manager, Reinforcement Materials Segment - Hybrid Boston/Billerica, MA

Your Role at Cabot:

Cabot Corporation is seeking a Global Marketing Manager to join the Global Reinforcement Materials Marketing team at the Boston or Billerica, MA locations.

The Global Marketing Manager responsible for the go-to-marketing strategy, and overall program management and execution of Engineered Elastomer Composites (E2C™) Solutions product lines. The position will investigate and assess new markets for potential new business development in the Commercial Transport segment in collaboration with the Technology, Business Development and Commercialization teams.

This position has the option to utilize the current flexible work arrangement/hybrid model in place.

How You’ll Make an Impact:

- Develops global marketing strategies to maximize sales revenue, market share and margins for E2C. Provides detailed strategic plan including market trends, competitive activity, value selling and new market development. Compiles and analyzes market position information separated by market share segments, competition, functional substitutes, and industry trends.
- Leads program management for E2C Scorecard priorities, by working with the E2C team to write SMART objectives, define milestones, identify resource issues, develop effective Project Charters, implement robust progress tracking, communicate status to E2CLT and drive corrective actions and coordinate actions across multiple projects where necessary.
- Develops and drives implementation of brand and marketing strategy for E2C product line, and commercial transport end-use segment. Critical tasks include developing objectives for market communications, creating messaging, defining required content, and driving training and implementation of the communications strategy.
- Maintains the E2C Stage Gate and New Market Development Project Pipelines and ensures projects follow the processes as needed to meet business objectives. Working as a Project Leader &/or coach works to ensure high quality of Project Update & Review materials.
- Works with Sustainability Commercialization Team lead and strategic tire accounts to define E2C product roadmap and leads selects projects.
- Works with a staff that can be dispersed geographically. Effectively coaches and develops employees and assures effective alignment with the matrix functions.
- Supports efforts to implement and maintain the Responsible Care® Management System in line with the requirements of the RC14001® technical specification, as applicable to the site/region.
What You’ll Bring to Cabot:

- 8 years of progressive career experience (preferably in business with focus in marketing, strategic consulting and/or customer service preferred)
- Strategic marketing, strategic consulting, complex project management, and/or related experience
- Bachelor/University degree in Engineering (specifically Chemical Engineering) or related science
- Global support experience is preferred
- Chemicals, rubber, elastomers, automotive experience is preferred
- Knowledge of Marketing theories and practices. MBA preferred.
- Project Ownership & Management. Ability to take ownership for ensuring desired outcome of project and establish and monitor milestones towards objectives.
- Communications & Persuasion Skills. Ability to engage with the organization in a manner that is timely, relevant and appropriate to the environment. Ability to think deeply and strategically in a “mutually exclusive, comprehensively exhaustive” manner.
- Quick Learner. High level of intellectual curiosity to ask thoughtful questions, and high degree of drive to network and find solutions. A can-do attitude to determine what needs to be done to move business forward and stay on track towards realization of vision
- Analytical Ability & Intelligence. Ability to identify and analyze what is important and recognize depth of analysis needed. Ability to interpret and synthesize issues in order to draw conclusions.
- New Business Mindset. Ability to seek out and identify opportunities in which our products add value and demonstrates ability to effectively capture value.
- Organization Integration & Engagement. Ability to work in close alignment with people from other functions and influence/engage others to address issues, resolve conflicts, and raise standards of team performance.

How We’ll Support Your Success:

- Dynamic, Flexible, Hard Working, Team Environment – We are busy, collaborative, growing, and we are doing meaningful work.
- Growth – One of our goals is to build the best sales operation in the biogas world. Great training, great peer coaching and support, and the ability to personally grow your influence, your position, and your compensation.
- Remote Work Environment – The autonomy to own customer relationships, manage your schedule, and determine your own success.
- Meaningful Work that is Valued – Renewable biogas is one of the fastest growing new energy market segments. The work we do is visible, and is helping to create a more abundant, affordable, and cleaner energy future. It is an awesome feeling to know you’re making a living by making a positive impact in the world; and to be able to say, “I was a part of that.”
- Benefits, Vacation, Etc. – We offer a competitive package of benefits.
- Feedback – we are committed to giving and receiving feedback in a direct and open fashion.
Support – you are part of a team and deserve to feel encouraged and supported. Our Regional Sales Managers are the lifeblood of our business. You will be part of a team that cares about you personally and professionally. Our success depends on your success.