**Research & Content Manager**

**India**

**About Aviso**

Aviso is the leading AI revenue operating system. We act as a compass to guide sales teams to maximize growth and minimize risk. Aviso’s predictive AI delivers revenue intelligence, drives team-wide actions and course corrections, and gives precise guidance, so sellers and teams don’t get lost in the fog of CRM and other point tools.

With demonstrated results across Fortune 500 companies and industry leaders such as Dell, Nuance, Honeywell, Elastic, GitHub, and RingCentral, Aviso works at the frontier of AI to help teams close more deals and drive more revenue. Aviso AI has generated 350 billion insights, analyzed $400B in pipeline, and helped customers win $1640B in deals. Using Aviso AI, sales teams close on average 20% more deals with 98%+ accuracy, reduce sales cycles by north of 25%, and reduce spending on non-core CRM licenses by 30%.

Aviso is backed by Storm Ventures, Scale Venture Partners, Shasta Ventures, and other leading Silicon Valley investors.

**Who You Are**

You’re an expert content writer interested in helping shape Aviso’s branding and messaging from the bottom-up. You’re excited about becoming our in-house writer and content creator, with responsibilities ranging from email copywriting, blog writing, and white paper creation to graphic design and beyond. You have a total ownership mindset and are proactive in partnering with other parts of the business to elevate your client-centric content pieces.

You will report to our Director, Research and Content, and work closely with the rest of Aviso’s marketing team. This role is remote and can be based anywhere in India.

**Your Future Responsibilities**

* Produce technical and educational long and short-form written content
* Assist in all phases of the production lifecycle for other original content. Our content areas of focus include blog posts, videos, infographics, case studies, guides, social media, datasheets, presentations, and webinars
* Effectively optimize content for SEO purposes
* Research and write engaging, relevant, original copy, as well as edit and proofread existing content
* Update and publish web pages via WordPress (as needed)
* Collaborate with members of the marketing and communications team on various research & content related projects and marketing campaigns
* Collaborate with third-party marketing agencies (designers, video producers, PR agencies) to source, proof, and manage projects through appropriate approval processes
* Facilitate the production logistics for specialized content projects (e.g., virtual video sessions, webinars)
* Prepare performance reports related to content efforts

**Requirements**

* Bachelor’s Degree, Masters/MBA preferred
* 2-5 years of business research and/or product content writing experience in a professional setting
* Strong oral and written communication skills, with particular attention to precision of language
* Ability to gather, analyze, structure, and organize information logically, and intelligently measure and assess results
* Ability and willingness to work in a fast-paced environment that constantly changes
* Strong teamwork orientation and ability to get along with a variety of personalities
* Ability to think outside the box, being creative and innovative in your approach
* Ability to effectively collaborate with a team of coworkers both in-person and remote in a global setup
* Strong Word and Excel skills and proficiency with G Suite
* Strong organizational skills and attention to detail
* Ability to flex, adapt and manage work under ambiguity
* Efficient, professional, with a passion for quality and meeting deadlines

**Desired Traits**

* Experience and/or understanding AI Sales industry
* Experience writing and editing about new technologies and innovation
* Experience as a content creator, marketing coordinator, copywriter/designer, or in a similar role
* Experience with workflow management systems such as Hubspot, WordPress, Canva Figma, or similar tools
* Familiarity with SEO best practices