



Tips From Hiring Leaders

What makes a great Offering Manager?

The image shows a modern office interior. On the left, a white wall features the IBM logo, which is a stylized 'IBM' made of horizontal lines. The wall below the logo is made of wood. In the center, there is a white, curved reception desk. To the right, a glass wall has the word 'THINK' written on it in a large, white, sans-serif font. The ceiling is white with recessed lights and a security camera. The overall atmosphere is clean and professional.

IBM

Q. What educational background / degrees, skills and experience are best suited for entry-level Offering Manager roles at IBM?

A. We've found most successful Offering Managers have a Bachelors or Masters level degree /skills in:

- Innovation
- Entrepreneurship
- Engineering
- Computer Science
- Market / User Research
- Design Thinking & Agile Principles
- Technology Commercialization
- Business & Go-to-Market Practices



Q. What entry-level roles does IBM have in Offering Management?

- A. We offer two fulltime entry-level roles:
- Associate Offering Manager
 - Advanced Associate Offering Manager

Q. Does IBM have any Offering Management Internships?

- A. We currently offer one intern role:
- Offering Manager Intern

Q. What skills or background do you look for in entry-level Offering Manager candidates?

A. We look for proven experience in one or more of the following areas:

For full-time entry-level candidates:

- We look for emerging leaders who are entrepreneurial, adaptable, analytical, creative problem solvers, persuasive, empathetic and tenacious.
- Those who have been exposed to, and are well versed in, technology concepts.
- Stand-out candidates will also exhibit the aptitude and experience relevant to product management.





Q. What skills or background do you look for in entry-level Offering Manager candidates?

A. We look for proven experience in one or more of the following areas:

For Intern candidates:

- Must have basic knowledge in product management, product development, entrepreneurship, Design Thinking, market research, go-to-market (GTM) strategy, business analytics, or related.
- Fluent in English
- Minimum of one year of experience in product management, product development, entrepreneurship, Design Thinking, market research, go-to-market strategy, business analytics, or other related work preferred!

Q. What qualifications are essential to becoming a great Offering Manager?

A. Here are the top five:

- Data-driven
- User centric
- Entrepreneur
- Problem solver
- Empathetic





Q. What attributes or personality traits make a good Associate Offering Manager?

A. Here are the traits we consistently see in top Offering Managers:

- Data-driven
- User centric
- Entrepreneur
- Problem Solver
- Empathetic

Q. What's the mindset of a successful Offering Manager at IBM?

A. We've found people with the following ethos or way of thinking often do well:

- Confidence to accept challenges and become leaders
- Hunger to engage, contribute, learn, and flourish
- Courage to push boundaries and become change agents





Q. What recommendations do you have to improve my candidacy with IBM and to better prepare for my future career?

A. Here are some recommendations:

- First, try Watson Candidate Assistance—a cognitive career guidance tool.
- Learn about IBM Design Thinking and Agile Principles.
- Have general understanding of IBMs AI & Cloud Platform.
- Get to know our long term growth Strategy.
- Know the competitive landscape.
- Read our latest Annual Report for insight into strategic priorities and business units.

Q. What recommendations do you have to improve my candidacy with IBM and to better prepare for my future career?

A. Here are more recommendations:

- Familiarize yourself with the industries in which we go to market.
- Follow our IBM Blog for Clients –content for Clients written by Clients.
- Check out the Associate Offering Manager Digital Badge you'll earn from Bootcamp as well as all the Digital Badges available to IBM Offering Managers.
- Identify your strengths and unique traits with Watson Personality Insights.





Q. Where can learn more about IBM entry-level and Internship roles in Offering Management?

A. You have several options:

1. Join our [Talent Network](#) and sign-up to receive job alerts when Offering Manger roles become available.
2. Check back on the [IBM Career Website](#) to learn more about entry-level and intern Offering Manager roles.
3. Visit our [IBM Jobs Blog](#) to read real stories from current Offering Mangers
4. Come out and meet us. Check with your Career Services for current 2018-19 calendar of events.



Thanks for your interest in entry-level Offering
Manager roles at IBM.

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