

Product Marketing

- Represents the voice of the customer - before, during and after launch
- Are responsible for the positioning and messaging of new products and features in line with market demands
- Defines key value props of new & updated products
- Work closest with sales and product management
- Drives product adoption and advocacy

- Pricing
- Market research
- Go-to-market strategy
- Product packaging
- Both influence product development from an end-user and overall market perspective

Product Management

- Focus on developing and defining a product
- Are responsible for setting the product roadmap and the product vision
- Identify customer pain points to target and align product requirements accordingly
- Deliver technical info on new and updated products to product marketing
- Work closest with product development and product marketing

Product Management And Marketing

Terry C. Jones



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