

Sayantika Sanyal

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<https://lunaatwork.journoportfolio.com/>

Product Marketing Manager

Results-oriented Product Marketing Manager with experience in strategizing and executing comprehensive marketing plans to drive product growth and market penetration. Proven track record in launching new products, developing go-to-market (GTM) strategies, and managing end-to-end marketing campaigns. Expertise in building industry analyst relations, conducting competitor analysis, and creating a wide range of marketing collateral. Adept at sales enablement, supporting market expansion, and managing email campaigns through advanced marketing automation platforms. Demonstrates strong analytical skills, creative problem-solving, and a collaborative approach to achieving business objectives.

WORK EXPERIENCE

Cyware • 04/2020 - Present

Product Marketing Specialist (June 2023 - Present)

- Successfully collaborated with product, sales, and customer success teams to establish precise product messaging, resulting in enhanced product awareness, sales enablement, and stronger market positioning.
- Developed product datasheets, white papers, case studies, presentations, and other product marketing collaterals for B2B SaaS cybersecurity products.
- Prepared and drafted the company's official responses for in-depth industry questionnaires, reports, and surveys.

Creative Marketing Manager (Oct 2021 - May 2023)

- Impromptu Award - Recognized for exceptional performance and leadership qualities in the content marketing team at Cyware
- Developed and executed Cyware Social strategy to boost brand awareness and foster community engagement. Increased website visits by 40% in 6 months through optimization of content marketing strategy and creative graphic design.
- Boosted user engagement by 30% through the execution of graphic design projects for collaterals, driving increased brand visibility and customer interaction.
- Led two successful website revamps, refining product messaging and elevating market positioning.

Senior Content Marketer (Apr 2020 - Sept 2021)

- Ghostwrote for CXOs, including crafting press releases, quotes, and guest articles for key announcements.
- Coordinated PR efforts for India region.
- Managed website content and executed email campaigns via CMS platforms.
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Payatu · 04/2019 - 01/2020

Digital Marketing Specialist · Full-time

- Led the content and design team for Nullcon 2019 - Asia's largest international security conference with 3,000+ attendees.
- Led digital marketing efforts for Payatu's key offerings, including EXPLIoT and hardware.io, enhancing brand visibility and engagement in the cybersecurity space.
- Directed field marketing initiatives for over 10 events, driving brand engagement and recognition during my time with the firm.
- Developed and optimized the entire website content for Payatu, ensuring clear messaging, SEO alignment, and user engagement to elevate the company's online presence.
- Boosted open rates of customer email newsletters by 25% through crafting and optimizing content, resulting in increased engagement and click-through rates.

WiseGuyReports (WGR) · Pune · 03/2018 - 03/2019

Senior Content Editor

- Led teams across several domains, including but not limited to healthcare, automotive, and financial services.
- Successfully trained 50+ market research writers for multiple teams, elevating the quality and precision of industry reports and insights.

Wallflower Words · 11/2011 - 04/2018

Founder · Full-time

- Founded and steered Wallflower Words, a digital marketing consultancy from 2011-2018, serving over 100 clients across five continents.
- Hired and managed a diverse team of 25 professionals, each specializing in distinct domains, to drive cohesive business operations.
- Accelerated business growth, increasing revenue from inception to USD 5.7 million.

MARKETS AND MARKETS LIMITED · Magarpatta City, Hadapsar, Pune · 04/2017 - 07/2017

Business Editor

- Senior editor for Aerospace & Defense industry vertical.

EDUCATION

Master of Business Administration - MBA in International Marketing

Symbiosis Institute of Management Studies • 11/2022 - Present

Master of Arts (M.A.) in English Language and Literature/Letters

Indira Gandhi National Open University • 06/2016 - 04/2018

B.Tech in Jute and Fiber Technology

University of Calcutta • 07/2011 - 06/2015

CERTIFICATIONS

Advanced Cognitive Psychology

SKILLS

- Adobe Creative Suite
- B2B SaaS
- B2C Marketing
- Business-to-Business (B2B)
- Campaign Management
- Corporate Communications
- CRM
- Digital Marketing
- Email Marketing
- Google Analytics
- graphic designing
- GTM
- Market Analysis
- Marketing Automation
- Marketing Communications
- Marketing Strategy
- Organization Skills
- Product Launch
- Product Marketing
- Product Release
- Research
- SEO