



## Duo Security, Product Marketing Management MBA Internship

We are Duo, and we're here to democratize security for everyone. Our mission is to protect the mission of our customers like Facebook, Twitter, and Etsy by making security simple.

We're a diverse crew of makers and builders, skaters and coders, filmmakers and DJs, teachers and students brought together by a shared belief in adding value to the world. This diversity allows us to bring an empathetic approach to solve some of the most sophisticated global business and security challenges faced today.

### What you'll do...

As a **Product Marketing Intern**, you will work with a team who is responsible for developing Duo's positioning and strategy to introduce new features, reach new segments and help our team achieve aggressive growth goals. You will collaborate with various internal stakeholders such as product management, sales, marketing, customer success to learn about our industry, business, and customers. In doing so, you will help shape Duo's strategy and influence business decisions for our product.

Projects you may work on:

- Perform market research and analysis on new product features
- Evaluate our current pricing and packaging strategy
- Develop high-quality product marketing materials for sales enablement
- Conduct win/loss interviews with customers and deliver key findings
- Develop compelling messaging, positioning, and packaging of our upcoming product functionalities
- Conduct customer case studies to understand why customers choose Duo
- Work closely with field and channel marketing to understand current gaps in our go-to-market offering and recommend an action plan

### Skills you have...

- Current MBA candidate looking for summer internship
- An interest in web technologies and security
- Exceptional written and oral communication skills

- Attentive to details, quality, and accuracy
- Excellent teamwork, interpersonal, and relationship management skills
- Most meaningfully, you are intellectually curious and are intrigued by the challenge of making complex ideas simple and accessible with story-telling

### **3 Reasons why you should apply...**

- You enjoy the growth and pride that comes with solving complex problems and interesting challenges in a fast-paced environment
- You possess a highly driven and results-oriented personality, with an ability to get stuff done while having a sharp mind and eye for detail
- You are intrigued by a career in a high-growth and dynamic industry

### **Internship Details...**

- You'll be working with teams based out of our Ann Arbor, MI and San Jose, CA offices
- Program dates are May 24th - August 20th
- Roles are full time and 40 hours per week, Monday - Friday
- Generous pay and employee perks

### **Does this sound like it was written for you?**

### **Excellent! Please apply and let's explore this together.**

Duo Security, now a part of Cisco, is the leading provider of Trusted Access security and multi-factor authentication delivered through the cloud.

Duo's mission is to make security simple for everyone. We were born from a hacker ethos and a desire to make the Internet a secure place. We believe in empowering people to follow their passions inside and outside of the office and enable every employee to bring their whole self to work.

Our team is our secret weapon. We run the spectrum from artists to analysts, low-key to high energy, and bring together a diversity of skill sets, experiences, and perspectives to solve what we consider to be the world's most pressing geopolitical challenge — transforming the security industry as we know it. Together we build solutions that are easy, effective, trustworthy, and enduring. And that's why we are the most loved and trusted company in security.

Duo is committed to cultivating and preserving a culture of inclusion and connectedness. We are able to grow and learn better together with a diverse team of employees. The collective sum of the individual differences, life experiences, knowledge, innovation, self-expression, and talent that our employees invest in their work represents not only part of our culture, but our reputation and Duo's achievement as well. In recruiting for our team, we welcome the unique contributions that all potential candidates can bring in terms of their education, opinions, culture, ethnicity, race, gender identity and expression, nationality, age, languages spoken, veteran's status,

religion, disability, sexual orientation and beliefs.

And if this role is exciting to you, we encourage you to apply even if you don't meet all 100% of the description or qualifications. Finally and most importantly, we are a proud Equal Opportunity Employer.