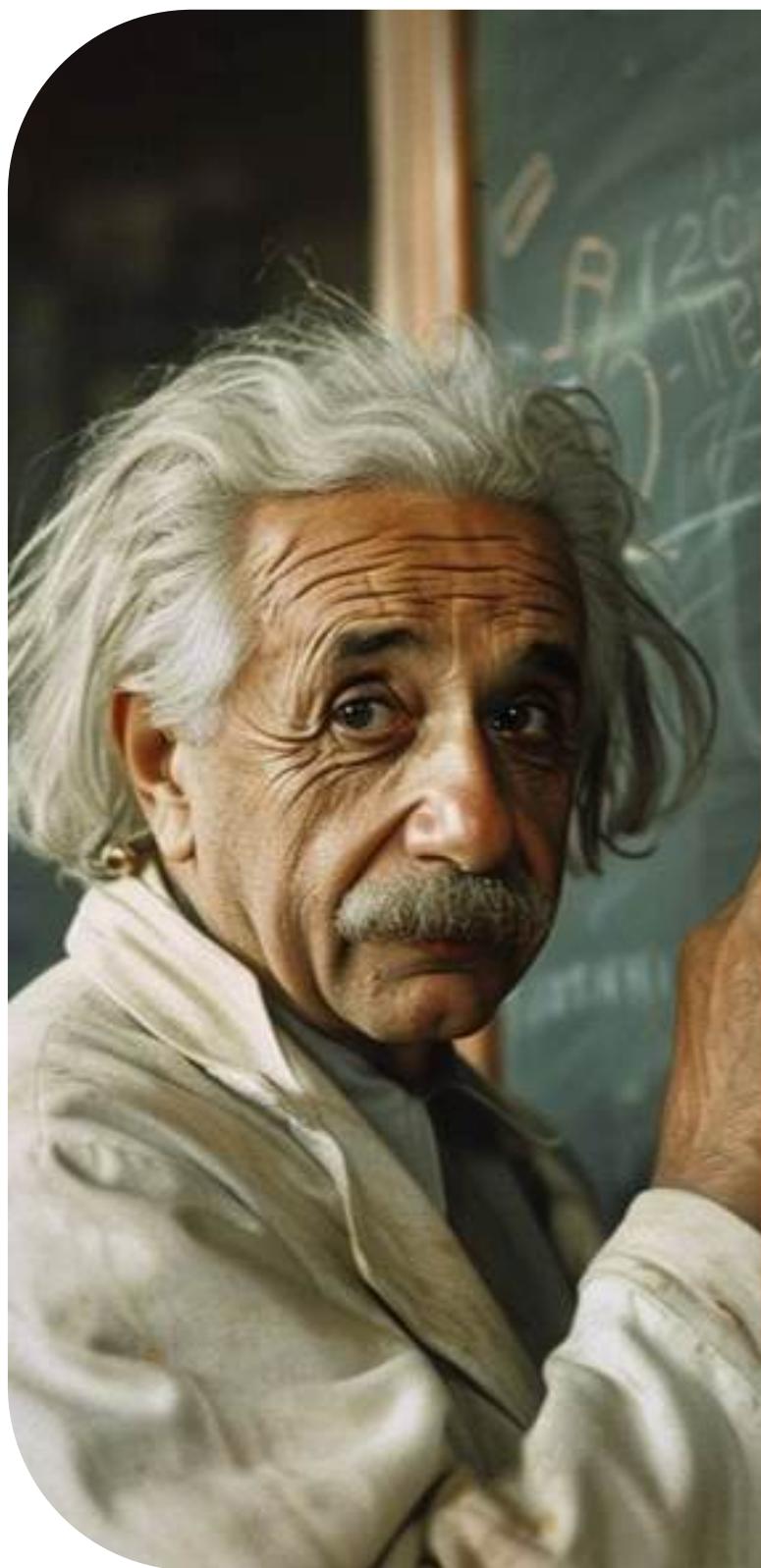




MARKET CREATIVATORS



Creative
Minds
Innovate

BREAKTHROUGHS
DISRUPTIVE



Creativators

CREATIVE MINDS INNOVATE

Creativators is a pioneering program designed to unite the brightest, most visionary minds in marketing — seasoned professionals, innovators, and specialists from across the full spectrum of marketing disciplines. This initiative is not just a gathering, but a strategic incubator of innovation, where talent meets purpose to rethink, reshape, and revolutionize the future of marketing.



MARKETING TEAM ARCHETYPES

01

Marketing Research



PERSONALITY	Curious Analytical, curious	
PASSION	Customer Behavior Understanding customer behavior	
MINDSET	Data-Driven Data-driven, problem-solving	
SKILLSET	Analysis Quantitative & qualitative research methods, data analysis, statistical software, communication (written & verbal)	
COMPETENCE	Insights Translating research findings into actionable insights	

05

Sales & Distribution



PERSONALITY	Persuasive Target-oriented, persuasive	
PASSION	Socializing Socializing and meeting people and having personal connections	
MINDSET	Relationship Builder Relationship-builder, strong communication skills	
SKILLSET	Selling Sales negotiation, customer relationship management (CRM), product knowledge, objection handling	
COMPETENCE	Worth Identifying customer needs, building rapport with clients, exceeding sales targets	

02

Product Development

**06**

Customer Service



PERSONALITY	Patient Patient, empathetic	
PASSION	Helping Others Providing exceptional customer service	
MINDSET	Problem Solver Problem-solving skills, excellent communication	
SKILLSET	Listening Active listening, conflict resolution, product knowledge, CRM software proficiency	
COMPETENCE	Satisfaction Active listening, conflict resolution, product knowledge, CRM software proficiency	

03

Marketing Management

**07**

Marketing Technology



PERSONALITY	Tech-savvy Tech-savvy, analytical	
PASSION	Technologies Leveraging technology to optimize marketing strategies and campaigns	
MINDSET	Tech-Optimizer Adaptable to new technologies, data analysis	
SKILLSET	Automation Marketing automation platforms, data analysis tools, search engine optimization (SEO), social media analytics	
COMPETENCE	Integration Optimizing marketing campaigns for performance, integrating technology solutions, understanding data privacy regulations	

04

Marketing Communications

**08**

Marketing Leadership



PERSONALITY	Visionary Visionary, strategic thinker	
PASSION	Achievement Inspiring and leading marketing teams to achieve breakthrough results	
MINDSET	Collaborator Strong communication, ability to motivate and empower	
SKILLSET	Leadership Coaching and mentoring, strategic planning, budget management, building high-performing teams	
COMPETENCE	Collaboration Setting clear marketing goals, fostering a culture of innovation and collaboration, navigating complex business challenges	



MARKETING SPECTRUM

The Marketing Spectrum: A Customer-Centric Innovation Ecosystem

The Marketing Spectrum represents eight interconnected domains that form the foundation of a truly customer-driven organization. These functions operate not in silos, but as a unified ecosystem—where insights spark innovation, strategy enables personalization, content builds emotional connection, and technology ensures continuous engagement.

Together, they transform marketing into a living system—adaptive, collaborative, and relentlessly focused on delivering value at every stage of the customer journey.

Powering the Full Spectrum of Marketing Innovation Domains

01

MARKETING RESEARCH The Insight Engine



The cornerstone of strategic decision-making, marketing research uncovers customer insights, market trends, and competitive landscapes. It empowers businesses to make data-driven decisions, anticipate shifts, and optimize ROI by understanding the "why" behind customer behavior.

05

SALES & DISTRIBUTION The Growth Engine



The powerhouse driving revenue, sales & distribution ensures products reach the right customers at the right time. It builds strategic partnerships, optimizes the sales funnel, and maximizes ROI through efficient distribution channels.

02

PRODUCT DEVELOPMENT The Innovation Core



The engine of innovation, product development transforms ideas into market-ready solutions. It focuses on customer-centric design, disruptive innovation, and sustainable growth, ensuring products meet evolving needs and exceed expectations.

06

CUSTOMER SERVICE The Loyalty Builder



The unsung hero of brand loyalty, customer service transforms interactions into lasting relationships. It resolves issues with empathy, builds trust, and turns customers into passionate brand advocates.

03

MARKETING MANAGEMENT The Operational Strategist



The strategic architect of marketing success, marketing management orchestrates campaigns, aligns teams, and optimizes resources. It ensures cohesive execution, measurable growth, and a competitive edge in dynamic markets.

07

MARKETING TECHNOLOGY The Digital Enabler



The digital alchemist, marketing technology leverages automation, data analytics, and emerging tools to optimize campaigns. It enables hyper-targeted strategies, personalization at scale, and measurable ROI.

04

MARKETING COMMUNICATIONS The Voice of the Brand



The art of storytelling, marketing communications builds emotional connections through compelling narratives. It humanizes brands, fosters loyalty, and cuts through the noise with clear, resonant messaging.

08

MARKETING LEADERSHIP The Strategic Navigator



The visionary architect, marketing leadership shapes brand destiny through strategic foresight and innovation. It inspires high-performing teams, navigates market complexities, and drives measurable business impact.



**MARKETING
INNOVATION
LAB**

Redefining Marketing Through Innovation and Execution

The Marketing Innovation Lab serves as the strategic R&D powerhouse of marketing transformation. Positioned as an experimental ecosystem, it blends creativity, behavioral insight, data intelligence, and emerging technology to challenge conventional paradigms and design the future of marketing. It houses a structured network of Excellence Centers that lead innovation across both strategic and growth dimensions:

Tier 1: Strategic Excellence Centers

Discovery → Design → Delivery → Storytelling

01

INSIGHT

Market Intelligence & Predictive Foresight



Marketing Research & Customer Intelligence

Illuminate emerging opportunities through continuous, connected intelligence.

Decode customer behavior, market shifts, and competitive landscapes to drive foresight-led decision-making.

- Centralized market, customer, and competitive intelligence ecosystem.
- Behavioral analytics, segmentation, and trend mapping.
- Predictive modeling & foresight dashboards.
- Decision intelligence integration across all business functions.

02

FORGE

Product & Experience Innovation



Product Development & Value Creation

Turn insight into high-impact, adaptive solutions that elevate customer value.

Transform insights into high-impact products, services, and experiences through agile innovation cycles.

- Cross-functional innovation labs & co-creation platforms.
- Rapid prototyping, MVP pipelines, and concept validation.
- Experience mapping & value proposition design.
- Alignment of solutions with current and future market needs.

03

ORCHESTRATE

Agile Marketing Strategy & Execution



Marketing Management

Activate precision marketing through modular, customer-informed planning.

Convert insights into modular, scalable strategies that adapt in real-time to customer dynamics.

- Modular and scalable go-to-market blueprints.
- Adaptive resource alignment & execution models.
- Cross-functional operational synchronization.
- Continuous feedback loops for agile strategy refinement

04

NARRATE

Brand Story & Experience Design



Marketing Communications

Humanize the brand through resonant, data-informed storytelling.

Build emotional connections by crafting data-driven, personalized, and impactful communications.

- Narrative architecture & messaging frameworks.
- Omnichannel content creation & campaign orchestration.
- Data-driven audience targeting & personalization.
- Cross-cultural and market-specific adaptation.

05

PARTNER

Go-to-Market & Ecosystem Collaboration



Sales & Distribution

Deliver value at the speed of demand through connected sales ecosystems.

Align sales, partnerships, and channels with evolving customer journeys.

- Digital & physical channel optimization.
- Strategic partnership development.
- Distribution and conversion modeling.
- Co-creation with partners for market expansion.

06

CARE

Customer Experience & Loyalty Engineering



Customer Service

Transform service into a strategic loyalty and advocacy driver.

Create seamless, emotionally intelligent experiences that increase retention and lifetime value.

- Omnichannel, real-time customer care systems.
- Personalized service journeys informed by behavioral data.
- VOC (Voice of Customer) feedback loops & service innovation.
- Loyalty program design & retention modeling.

07

SYNC

Martech Integration & Digital Enablement



Marketing Technology

Power marketing transformation through unified, intelligent digital systems.

enable hyper-personalized engagement through smart automation and unified data flows.

- Martech stack design & integration
- AI-driven personalization & automation frameworks.
- Real-time data pipelines & analytics dashboards.
- Platform and process digitalization across marketing functions.

08

LEAD

Strategic Leadership & Transformation



Marketing Leadership

Shape the future of marketing through foresight, innovation, and culture leadership.

Build transformation-ready leaders, cultures, and governance structures.

- Strategic foresight & scenario planning.
- Leadership capability building & culture transformation.
- Governance frameworks & enterprise alignment.
- Change readiness and transformation roadmaps.



LEARNING & DEVELOPMENT

Creativators has a pioneering professional development program designed to cultivate the next generation of marketing innovators. Built around the full spectrum of the marketing world and powered by the MRADO ecosystem, the program blends strategic learning, real-world application, and continuous mentorship. Through a four-moves journey, participants evolve from emerging talent into transformation leaders—equipped with the mindset, skillset, and tools to drive meaningful impact in today's dynamic, innovation-driven marketing landscape.

01



SEARCH MOVE

Discover & Envision

Build a clear professional vision and foundational knowledge.

(One Month)

- Talent Discovery:** Personality assessments, skill evaluations, and passion mapping.
- Marketing Fundamentals:** Comprehensive study of Kotler's Principles of Marketing (17th Edition).
- Career Counseling:** Personalized guidance to define career paths and set development goals.



PROGRAM STRUCTURE

03



PRACTICE MOVE

Innovate & Deliver

Develop skills through real-world experience.

(Three Month)

- Professional Coaching:** Expert guidance to overcome challenges and enhance performance.
- Practical Training:** Immersive, on-the-job experience in marketing roles.
- Trial Job:** Structured tasks and responsibilities aligned with career goals.

02



LEARN MOVE

Cultivate & Experiment

Adopt a professional mindset and gain specialized knowledge.

(Two Months)

- Mentorship:** Role-playing with industry experts to transfer practical and theoretical insights.
- Specialized Training:** Workshops on marketing tools, techniques, and emerging trends.
- Real-World Projects:** Hands-on applications of concepts in simulated market scenarios.

04



LEAD MOVE

Grow & Sustain

Achieve professional mastery and build a sustainable career

(LifeLong)

- Professional Partnership:** Continuous collaboration with mentors for lifelong learning.
- Leadership Development:** Focus on innovation, creativity, and strategic thinking.
- Global Career Building:** Opportunities for professional branding, networking, and global employment.



PROGRAM METHODOLOGIES

01

ACTION LEARNING & RESEARCH

Participants solve real-world challenges through hands-on projects within the MRADO ecosystem, turning knowledge into measurable impact.

02

PERSONALIZED MENTORSHIP & COACHING

Guided by professional counselors, mentors, and coaches, each talent receives tailored development aligned with their specialization and growth goals.

03

CONTINUOUS PROFESSIONAL DEVELOPMENT (CPD)

A lifelong learning commitment through workshops, certifications, and exposure to emerging trends across the marketing spectrum.

04

EXPERIMENTATION & INNOVATION CULTURE

Encourages creativity, calculated risk-taking, and iterative testing to drive breakthrough ideas and transformative results.

05



ECOSYSTEM INTEGRATION

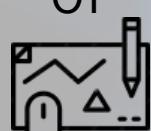
Connects participants to the broader Markets Movers network and strategic partners, enabling collaborative learning and access to real market influence.



PROGRAM DISTINCTIONS

01

MARKETING BY DESIGN



A curriculum aligned with modern marketing roles and future-of-work competencies.

03

LEARNING THROUGH ACTION

Project-based, mentorship-supported, and coach-led development that mirrors real organizational dynamics.

04

FUTURE-FIRST LEADERSHIP

Emphasis on systems thinking, adaptability, and innovation leadership across the full marketing spectrum.

05



GLOBAL RECOGNITION

Offers pathways to certification, portfolio publication, and elite career placement across international markets.



KEY OUTCOMES

- Strategic clarity and professional identity within a chosen marketing specialization
- Real-world experience through immersive projects and trial job roles
- Advanced fluency across strategic, creative, and digital marketing domains
- Readiness for leadership roles, innovation labs, or entrepreneurial ventures
- Entry into a global ecosystem of innovation through MRADO and Creativators Alliance



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