



Affiliate Manager

📍 Київ, 🕒 31 січня
2024

Компанія: [AdStart Media Pte. Ltd](https://jobs.ua/company/id/1633883) (<https://jobs.ua/company/id/1633883>) ([Всі вакансії](#))

Рубрики: [Реклама, маркетинг, PR](#), [Робота за кордоном](#)

Побажання до співробітника

Освіта: не має значення
Досвід роботи: від двох років
Графік роботи: повний робочий день

Опис вакансії

As an **Affiliate Manager**, you will lead the online sales strategy for AdStart Media's Affiliate Program. You will recruit and manage top affiliates, build strong relationships with them, and optimize their performance. You will also use your online marketing expertise to implement best practices and drive results.

You should have a solid background in affiliate marketing and a passion for growing our business. This is not just a resume filler, but a dynamic opportunity to unleash your potential, learn from senior management, and make an impact from day one.

YOUR MAIN DUTIES:

- Finding and recruiting top affiliates and publishers in relevant niches
- Developing and maintaining strong partnerships with key affiliates and networks
- Setting and managing revenue growth goals on a monthly, quarterly and annual basis
- Achieving or exceeding monthly revenue and profit targets
- Negotiating various payout models with affiliates, such as CPA, CPL, CPS
- Consulting with affiliates regularly to help them optimize their performance and promote additional products/services
- Researching and analyzing industry trends and opportunities
- Training and mentoring junior staff members
- Analyzing reports and feedback to improve strategies and campaigns
- Collaborating with the product development team to identify and promote high-performing offers
- Screening affiliates for fraud prevention
- Traveling to trade shows to network and close deals

YOUR ATTRIBUTES:

- English fluency is a must
- 3+ years of prior experience in Media or Affiliate Marketing
- Excellent knowledge of different traffic types and their effect and results over different products, knowledge of CPA, CPL, CPI business models
- Proven track record of exceeding sales quotas in a fast-paced, quota-driven environment

- Excellent sales, negotiation, decision making and problem solving skills
- Experience working with affiliate tracking platforms ie Affise, HasOffers, Cake or Voluum
- Highly organized and exceptional time management
- Positive outlook and ability to influence and persuade others in a positive manner
- Ability to build reports and tables in Google Sheets and Excels
- Ability to manage, grow & coach internal junior team members

WHAT WE OFFER:

- A workplace with high energy, flat hierarchy, positive attitude, and growth you would expect from a startup coupled with all of the security of an established company
- Flexible work life balance
- Opportunity to travel and work from a variety of office locations
- Competitive remuneration package (base + bonus component)
- Individual tailor-made career progression plan
- Multitude of employee training programs
- Team-building activities

Контактна інформація

Сайт: <https://adstartmedia.com/>