



Sales manager (experienced with Affiliate Marketing, Advertising)

📍 Київ, ⏲ 31 січня
2024

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

Рубрики: [Торгівля, продажі, закупівлі](#), [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

Join our team as a **Sales Manager** in Europe and take your career to the next level. You will report directly to the Head of Operations and lead the process of finding, building, and closing profitable deals for the company.

You will enjoy a dynamic experience that will challenge your skills, support your development, and give you meaningful work from day one. You will also have the opportunity to interact with senior managers and make your voice heard.

We are looking for someone who is passionate, driven, and ready to make an impact. If this sounds like you, apply now and become part of our success story.

YOUR MAIN DUTIES:

- Work closely with the Line Manager to set up quarterly and annual targets for the Advertising team and ensure those goals are met or exceeded
- Build and maintain excellent relationships with top advertisers (CPI/CPA/CPL) and provide them with market-specific advice and global best practices
- Negotiate contracts and identify new opportunities with existing and potential advertisers
- Create and share regular reports, analysis and forecasts on campaign performance and margin
- Represent the company at international industry conferences and networking events
- Mentor junior level staff and provide them with training, information and advice
- Work with the Affiliate Team to unlock new revenue streams (CPI/CPA/CPL/...)
- Develop and execute new business strategy and pipeline aligned with revenue targets
- Maintain an efficient CRM database with up-to-date Advertisers information

YOUR ATTRIBUTES:

- English fluency is a must
- 3+ years of prior experience in Sales, Business Development and 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

- Drive sales initiatives and negotiate deals to secure profitable partnerships, meeting and exceeding revenue targets and KPIs
- Experience working with affiliate tracking platforms ie Affise, HasOffers, Cake or Voluum
- Excellent sales, negotiation, decision making and problem solving skills
- 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:

- An environment with high energy, flat hierarchy, positive attitude, and growth you would expect from a startup coupled with all of the security and benefits of an established company
- Competitive salary and flexible work life balance
- Paid annual leave and sick leave
- Fun team building activities including annual company trip, parties and other benefits
- To work in a role that has a global scope for a company that has an international presence
- An inclusive environment of friends who happen to work together
- And much more

Контактна інформація

Сайт: <https://adstartmedia.com/>