

Job Offer: Mobile Affiliate Manager (Intern) - London

DESCRIPTION OF THE MISSION

To sustain our growth in mobile, TimeOne - Mobile is looking for highly motivated Mobile Sales Managers to help drive new business and User Acquisition. The Sales Manager will be responsible to grow revenue and focus on working with direct advertisers and agencies.

The Mobile Sales Executive will play a crucial role including:

- Identify ideal leads, obtain new accounts and generate revenue to ramp up sales rapidly.
- Create and deliver new business pitches
- Work with all relevant departments to successfully on-board accounts to ensure advertisers are serviced effectively.
- Manage direct advertiser relationships to increase business, initiate special promotions and new opportunities.
- Attend conferences, trade shows and key events as needed.
- Communicate on-going contact/sales activities through sales pipeline reports, regular sales meetings, and report & update weekly on activity status and next steps related to specific opportunities, soliciting support as required
- Provide market insight to drive revenue growth and product enhancement.

PROFILE

- 1+ year sales experience in new business sales.
- Previous experience in Affiliate Marketing, Mobile Affiliation a plus
- Excellent presentation and negotiating skill
- Must have ability to quickly build relationship with new prospects and convincingly communicate the core benefits of working with TimeOne - Mobile. Must be able to conduct sales meetings confidently at a senior level

- Ability to manage deals throughout the entire sales cycle.
- Proven history of exceeding revenue goals and focusing on KPIs that drive revenue.
- Ability to work with other team members within sales department and wider office.
- Determined self-starter with a positive attitude
- Ability to work hands on in a start-up environment
- Ability to work under pressure and to meet deadlines
- Can show initiative, drive and enthusiasm
- Fluent in English

PACKAGE

- Based on candidates experience
- Bonus
- This position will be based in United Kingdom
56 - 58 Clerkenwell Road EC1M 5PX London

AVAILABILITY

Immediate.

Please send your CV + a covering letter in WORD/PDF format to the following e-mail:
careers@timeonegroup.com