



Job title	Account Manager - Mobile Advertising Network
Reports to	Sales / Country Director
Location	Bangkok, Thailand

Company Description

We work with some of the top companies in the world and offer them the candidates through our network. We are currently assisting one of the world's largest Mobile Advertising Networks.

The primary function of this role is to have a thorough understanding of agency/clients' business, marketing strategies and media objectives to ensure that online display advertising is consistently top of mind.

Duties and Responsibilities

- Proactively contact new and existing clients and educate, propose and secure buy-in on digital marketing via telephone sales, or face-to-face meetings.
- Identify, propose and sell programs to targeted organizations within the target markets set out by the company.
- Develop an understanding of client's business, products, services, customer profile, marketing and business objectives, competitors and sales.
- Provide world-class customer service in responding to general and specialized client requests via both phone and email, including billing inquiries, campaign activity inquiries and advertising relevancy issues.
- Be a key influencer in making digital marketing among small to medium businesses in the market.
- Understand all new products and their roles.
- Responsible for special projects as assigned.

Candidate Profile

- A bachelor's Degree/Diploma in Business or a related field preferred.
- Minimum 3 years of Internet media or media sales experience, preferred.
- Creative, problem solver with ability and experience understanding needs of customers and delivering innovative solutions.
- A good grounding on Internet & Mobile marketing industry.
- Outstanding written, communication and account management skills.
- Strong commitment to sales and customer service with good interpersonal skills, initiative and follow-through.
- Outstanding computer skills including strong knowledge of spreadsheets (MS Excel), word processing (MS Word) and presentations (MS PowerPoint)
- Able to handle multiple priorities.



- Strong attention to detail and organizational skills.

Approved by:	(on behalf of CEO)
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