

<b>Job title</b>	Account Manager - Mobile Advertising Network
<b>Reports to</b>	Sales / Country Director

**Mission**

JB Monster is the largest referral network in Asia which specializes in referrals to open jobs with top companies in the region. We pay the rate of 20-25% of placement fees for a successful referral which is hired.

**Job Description**

We work with some of the top companies in the world and offer them the candidates through our network. We are currently looking to help 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

**Qualifications**

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:	JB Monster (on behalf of CEO)
Salary:	60-80,000 THB
<b>Date approved:</b>	October 14, 2015