

<b>Job title</b>	Account Manager - Publisher Alliance
<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 up to \$10,000 USD for every successful placement 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.

Account Manager, Publisher Alliance is responsible for the recruitment, management of Publishers Partners and ensuring placement and delivery of ad campaigns, in accordance with revenue goals.

**Duties and responsibilities**

Proactively contact new and existing Publisher Partners to propose and secure ad placements on Mobile Properties.

Develop strategies to engage new and existing Publishers.

Management of Publisher to ensure strong partnerships, maximization of their available inventory and their daily delivery needs.

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.

Working closely with the Finance and Project team to provide payment and technical support to Publishers.

Provide world-class customer service in responding to general and specialized client requests via both phone and email, including billing inquiries or media monetization inquiries.

Be a key influencer in making Mobile marketing small to medium businesses in the market.

Understand all new company's products and their roles.

**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.

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