

●● Account Manager Belgium

DIGITAL MARKETING

About Kwanko

Headquartered in Paris, with offices in Lisbon, Madrid, Milan, Hamburg, Warsaw, Casablanca, México, Brussels and São Paulo, Kwanko Group is currently working in 21 Countries and is one of the leading digital marketing companies in the world. With more than 10 years of experience in the management of advertising campaigns, Kwanko group is recognized as one of the leader in the management of performance marketing campaigns. Kwanko offers a strong expertise in the Desktop and Mobile Traffic Monetization industry, with a large network of more than 170 000 publishers around the world.

Our objective: to become a key player in the web and mobile online advertising industry.

NetAffiliation | Global Adnetwork specialist in Sales and Lead Generation

Swelen | Next Generation Mobile Advertising

EmailBidding | First Email Marketing Market Place in the World

About NetAffiliation

NetAffiliation is a major European and International affiliate network with 1,700 programs throughout several verticals: tourism, high-tech, fashion, finance ... strengthened by a network of 170,000 publishers.

The company offers high-performance, innovative tools to manage advertising campaigns as well as a customized partner relationship management to create long term added value and maximize ROI.

NetAffiliation works with the strongest brands & agencies: Ariel, AXA, Barclays, Betclik, BMW, Citroen, Coca-Cola .. Deco Proteste, Direct_, Evax, FNAC, Groupon, La Redoute, Letsbonus, Mapfre, MEO, Mercedes, ...

Main assignments:

- Advertisers relationships :
 - Optimizing performance programs : launching programs, following the action plan, formulating proposals to reach the goals, realizing deals with strong added value, doing operational recovery and report
 - Ensuring the expectations of growth and production goals for each client portfolio
 - Managing the advertisers relationships, analyzing results and ensuring customer satisfaction
- Publishers relationships :
 - Managing the prospection of new publishers
 - Managing the publishers relationships : management of advertising campaigns, advice, negotiation, loyalty of the top publishers, invoices
- Other missions
 - Growth of overall portfolio through new partners
 - Development of his network of contacts in order to optimize publishers and clients loyalty
 - Development and maintaining of long-term relationships with clients
 - Attending events: trade shows, evening workshops, breakfast...
 - Managing the affiliates programs' alerts: budget, catalogue issue, tracking break, etc.

Skills:

- Coming from a business school or university specialized in business, digital marketing or communication and new technologies (bachelor degree is required)
- Good knowledge of the online advertising community – at least 1 year of experience
- Excellent commercial sense and negotiation skills
- Self-taught, fast learner, curious
- Ability to synthesize and to take initiatives
- Team spirit
- Mastery of professional English and French or Dutch necessary

Contract: Belgian Short-term contract with a strong possibility of evolution in a permanent contract

Date of beginning: ASAP – **Place:** Brussels **Contact:** barbara.verniers@kwanko.com