



## **JOB OFFER: BUSINESS DEVELOPER / AFFILIATE NETWORK**

**Contract: permanent - full time**

### Join Adthink

Adthink helps advertisers acquire prospects or customers online through a full range of performance advertising solutions: Affiliate Network, Trading Desk, Display Network, Customer Acquisition, Data Activation. Created in 2001, Adthink was the first player to offer a video streaming advertising offer. Adthink (ALADM) is listed on the Paris Stock Exchange (Euronext market).

We have the chance to work in an exciting and innovative industry. Considering the daily challenges we have to face, we rely on a talented team of digital experts and skills we've been developing since 2001. We are looking for talents who share our passion for digital and our state of mind: curiosity, mutual help, search for excellence, taste for challenge and autonomy.

Our headquarters are located in Tassin-la-Demi-Lune (Lyon West), in the countryside, 15 minutes from downtown Lyon. We are also based in Paris, Geneva and Palo Alto.

### Job description

We're looking for an enthusiastic Business Developer to join our Affiliate Network's team.

You will be in charge of:

- Developing, maintaining and growing business with existing and new clients.
- Planning with the clients to launching, optimising, reporting and offering strategic advices to clients reach their objectives.
- Establishing clear lines of communication with the clients and understanding the account needs by proactively providing solutions to increase clients revenue.
- Identifying and executing the right campaigns for each client with the long-term objective of developing and growing accounts.
- Managing a portfolio with large revenues (+10k€ per day).
- Implementing new offers, exclusive deals on our systems and testing before launch.
- Being always on as a representative of your company and portfolio.

You're quite comfortable with industry's technology (spy tool, tracking solutions, postback/pixel).

## Required profile

- Driven and passionate for the media and the Internet in particular, you have a strong sales character.
- You perform best in a competitive (team oriented) sales environment.
- You view sales target as stepping stones rather than end-goals and you adapt quickly to an environment that grows and changes often.
- You demonstrate great autonomy, a keen sense of contact and a solid knowledge of our environment.
- You have at least 3 years of experience in affiliate marketing in a sales capacity.
- You speak English, and ideally French.

If beyond the statistics, you are:

Successful. Fun. A confident, outgoing Business Developer with strong analytical skills. A problem solver who loves challenges. You think digitally and are excited about the future of online marketing. You like creating positive outcomes from negative situations.

You don't follow trends, you set them. You don't believe in "raising the bar", because that implies that the bar has to stop somewhere. You don't like limits.

→Then, we have a place for you!

## Terms

- Position to be filled on permanent contract as soon as possible in Geneva, with frequent trips (traveling the world to conventions, forums and industry's events).
- Salary to be established according to the profile, supplemented by a variable remuneration on objectives.

If you want to raise this challenge, do not hesitate to send us your resume and cover letter to [recrutement@adthink.com](mailto:recrutement@adthink.com), to the attention of Emilie Jacquemoud-Collet (HR project manager).

Find all our job offers on [www.adthink.com](http://www.adthink.com).