

Poland Jobs Expertini®

Account Manager Poland

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Company: Kwanko

Location: Poland

Category: other-general

About Kwanko Group

Kwanko is an international market leader in **cross-device performance marketing**, operating for over 15 years. We support our clients, agencies, and publishers in their performance marketing strategy. With 140 employees in 8 offices in **Europe, South America and North America**, Kwanko is a 360 agency offering a full range of digital marketing services.

Kwanko has a start-up mentality, joining the Kwanko team means being agile, proactive, multi-skilled, and ready to take on new challenges! Are you up for the challenge? **JOIN US, GET UP and DISRUPT!**

They trust us:

Decathlon, Ikea, Booking, Orsay, Bonprix, Spartoo, Feelunique, Trivago, BMW,...

Who are you?

Our Account Manager Poland

Are you a digital native? Do you keep yourself up-to-date with digital news and new technologies? Are you dynamic, motivated, eager to learn, open-minded, sociable and optimistic? Does the word **Challenge** drive you in your life? Do you have a commercial awareness or are you business oriented? Are you an all-rounder person with a hands-on mentality?

If you answered yes to all these questions, then you may read further!

What do we expect from you?

That you...

You will be in charge of the relationship with a portfolio of advertisers and our publisher network for the **polish market**. Your responsibilities will include:

Advertisers relationships:

Optimizing performance campaigns : launching campaigns, 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

Attending digital and physical events: trade shows, evening workshops, breakfast...

What are we looking for?

A skilled and attentive talent with...

A background in Business, Marketing or Communication and an interest in new technologies (min. bachelor degree)

A first experience in the Affiliate Marketing sector, or at least in the Digital area

Good commercial sense and negotiation skills

An ability to synthesize and to take initiatives

Good knowledge of Excel

Proactive

A team spirit and will to help colleagues

Fluent in Polish and English

Kwanko Culture

Office in the heart of Warsaw

Work atmosphere that allies fun and performance culture

Open-minded, international with teams around the world

Our motto: Get up and disrupt!

About Us

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What we do

Our Solutions Advertisers Agencies Publishers Technology

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