

Position: Affiliate Director

Who We Are:

Axon Media Group is a fast-paced, fast growing online advertising company, which specializes in, CPA, CPS and CPL campaigns for a broad range of advertisers and publishers/affiliates.

The successful candidate will join a company that is experiencing rapid growth with excellent opportunities for career advancement and strong uncapped earning potential based on your work.

Position Overview:

Axon Media Group is seeking an energetic team player to help us cultivate, expand, and optimize our publisher recruitment and development efforts. Working closely with the management team, the Affiliate Director will focus on publisher/affiliate recruitment, development and management.

Responsibilities:

Develop, negotiate, and close new accounts. Prospects are generated from your current book of clients, cold calling and incoming leads. Quickly recognize and focus on most potentially profitable relationships.

Establish senior level contacts with publishers/ affiliates. Preferably those focused on email, display and social media strategies.

Identify opportunities for growth within existing and new relationships. Ability to engage clients and internal media teams to evaluate marketing initiatives and strategies.

Manage day to day interaction with clients/ affiliates. Focus on building strong, long term relationships.

Ownership of personal quarterly goals.

Strong analytical skills and ability to develop and articulate ROI goals.

Provide weekly, monthly and quarterly reports to management team. Updating on progress and deliverables.



Qualifications and Experience Should Include:

Excellent verbal/written communication, presentation, customer service, and analytical skills.

Possess strong project management skills, including demonstrated ability to manage multiple projects simultaneously.

Self starter who can work independently as well as within a team environment.

Strong interactive industry relationships.

Self-motivated with proven negotiation skills and an ability to close both "Super Affiliates" and smaller niche affiliates.

Ability to manage multiple responsibilities and projects.

High competency level using Microsoft Office products a must.

2-4+ yrs previous experience with online sales.

Personal Characteristics:

Entrepreneurial with a high level of energy, dedication, and an unrelenting drive to succeed; exudes confidence and will roll up his/her sleeves to build the customer base of the organization.

Outstanding communication skills, both written and verbal; an accomplished presenter and writer who can successfully articulate our vision and product strategy.

Creative, intelligent, self-confident, thick-skinned and a quick thinker; will need to be able to influence internal and external audiences.

Natural evangelism, leadership skills, and bottom-line orientation.

Ambition to grow to the next level in your career.

Compensation:

Competitive Base Salary plus commission plan.

Letter and Resume Submissions:

Thank you for your interest in our current opening.
Please send your letter and resume to Nathan Gilbert:
nathan@axonmediagroup.com

