

Job Description

Job title: Partnerships Manager

Team: Genie Shopping Network Team

Purpose of role:

Genie Shopping Network (GSN) is an exciting new business within the Genie Ventures organisation. This is a great opportunity to get involved in the early stages of a fast-growing business unit within a successful e-commerce technology business. We work with leading online retailers to drive valuable new customers for them through the Google Shopping CSS programme across Europe, and are rapidly becoming one of the top affiliate companies in the UK.

The purpose of this role is to bring on new clients for GSN through delivery of a best-in-class day-to-day experience for partners when handling inbound leads, as well as generating their own outbound activity pipeline. The successful candidate will have the opportunity to be an instrumental part of the team's growth and to expand GSN's relationships across the European affiliate landscape. You will become an expert in all things Google Shopping and CSS related and will be joining a fun, smart and growing team in a highly competitive new area for online retail.

We are proud of the business we've created in a short space of time and very excited about the future growth opportunities. You'll be detail oriented, organised, conscientious and hard working with a strong client focus. You will feel comfortable working to targets and building long-lasting relationships within affiliate networks and agencies. Flexibility to travel from time to time and attend events is required and additional European languages would be a bonus.

Reporting To:

Head of Partnerships

Key Responsibilities:

Partnerships

- Day-to-day ownership of bringing on new clients from right across the spectrum of European ecommerce, from new startups to leading brands.
- Develops excellent relationships with affiliate networks and agencies, to become their partner of choice and generate inbound enquiries.
- Effectively uses reporting, affiliate network tools and Salesforce CRM to prioritise their time and achieve their performance targets.
- Supports GSN's international expansion strategy by bringing on new clients from new countries / affiliate networks / agencies across Europe and beyond.
- Confidently manages their own pipeline with support from the Head of Partnerships to create the right balance of nurturing partner relationships, managing new inbound client sign-ups and outbound prospecting to achieve and surpass the team targets.
- Builds an industry profile through delivering best-in-class relationships across the board, including attendance at networking events and conferences to represent GSN.

This role profile outlines the duties required at the current time to indicate the level of responsibility. It is not a comprehensive or exhaustive list and may vary to include other reasonable requests as directed which do not change the general character of the job or the level of responsibility entailed.

Team

- Plays a core role in the rapid growth of the Partnerships team, looking for ways to improve communication and optimise the team's systems. Opportunities to develop training and mentoring skills with peers as new hires are made into the team throughout the rest of this year.
- Highly interlinked with the On-boarding and Account Management teams, creating great relationships with colleagues to collaborate on the best possible end-to-end client experience.

Who we are:

Genie Ventures is an ambitious internet business responsible for a network of fast-growing e-commerce sites. We have always challenged the tired, standard model of CPM advertising and are masters of building and retaining traffic and turning this traffic into cash. We are market leaders with our Broadband Genie, Office Genie, Genie Goals and Genie Shopping Network services and are currently planning our next wave of growth.

Working for Genie Ventures is a fantastic opportunity to get involved with a successful, profitable, growing company at an early stage - we retain all the fun elements of a startup but with a proven record behind us. We have an entrepreneurial, target-oriented culture and a talented team and – provided you're prepared to work hard and get involved – we'll give you plenty of freedom to succeed and plenty of responsibility. **We also care passionately about people, with a dedication to a friendly culture, equal pay policies, learning & development and fast progression for high achievers.**

Person Specification

Who we're looking for:

The ideal candidate will have experience of delivering excellence in partnerships online. Experience within the affiliate industry is highly desired, and additional European languages would be a bonus but not essential. You will be able to demonstrate leveraging partner relationships over time for growth, confidently able to draft emails, make calls and run meetings with your prospective clients. You will have the ability to effectively manage your own prioritisation and workload to achieve a goal. A keen eye for detail is essential, caring about the processes and systems used in the team. You will be ambitious, excited by the prospect of bringing in new clients to help GSN rapidly expand across Europe. Most of all you will be passionate about delivering best-in-class relationships, seeing every partnership as an opportunity to help GSN shine.

Criteria	Description	Essential or Desirable
----------	-------------	------------------------

<p>Experience</p>	<ul style="list-style-type: none"> ● Business development/sales in online advertising or affiliate marketing ● Managing client relations and business to deliver to expectations, retain and grow business ● Affiliate marketing tools, systems and commercials ● Online marketing metrics ● Google AdWords experience ● Contacts in online retail, affiliate or PPC marketing ● Use of CRM systems 	<p>Essential</p> <p>Essential</p> <p>Preferred</p> <p>Essential</p> <p>Preferred</p> <p>Preferred</p> <p>Preferred</p>
<p>Skills</p>	<ul style="list-style-type: none"> ● Advanced excel ● Intermediate word, powerpoint, excel ● Excellent written and verbal communication ● EU Languages 	<p>Preferred</p> <p>Essential</p> <p>Essential</p> <p>Preferred</p>
<p>Qualifications</p>	<ul style="list-style-type: none"> ● Business or marketing qualification 	<p>Preferred</p>
<p>Genie Behaviours</p>	<p>Smart</p> <ul style="list-style-type: none"> ● Intelligent ● Imaginative ● Inquisitive <p>Great attitude</p> <ul style="list-style-type: none"> ● Motivated / driven ● Passionate ● Serious / focussed ● Respectful <p>Get things done</p> <ul style="list-style-type: none"> ● Planning ● Teamwork ● Adaptability 	<p>Essential</p> <p>Essential</p> <p>Essential</p> <p>Essential</p> <p>Essential</p> <p>Essential</p> <p>Essential</p> <p>Essential</p>
<p>Job Specific Behaviors</p>	<ul style="list-style-type: none"> ● Tenacious ● Personable ● Target driven ● Customer focused ● Attention to detail ● Business acumen 	<p>Essential</p> <p>Essential</p> <p>Essential</p> <p>Essential</p> <p>Essential</p> <p>Essential</p>