

Affiliate Account Manager - Job Description

Formed in 2007, Navigate is an independent digital media agency run by an experienced management team. We are based near London Bridge and work with clients such as Pizza Hut, Lakeland, Oak Furniture Land and Proviz.

Summary Job Description

As a Navigate Digital Account Manager, you will play a significant role in the development, execution and management of multiple affiliate programmes. You will service a number of key agency clients, supporting your line manager to ensure that the team deliver programme growth and high levels of client satisfaction.

The role encompasses a wide range of duties, including:-

- Proactively manage portfolio of client affiliate programmes, ensuring on-going performance to target metrics
- Recruit new affiliates and manage / build relationships with existing affiliates
- Grow client programmes to include new tactics, offers, recruitment strategies
- Monitor performance of program to ensure KPIs are met
- Provide regular performance reports and insights
- Establish and maintain strong client relationships through face to face meetings, phone calls and email
- Develop an awareness of key affiliate industry issues and an appreciation of their influence on the development, management & strategy for an affiliate program
- Deliver first-class client service
- Attend industry networking events

Essential attributes

- Minimum two years' experience within an agency and/or network
- A passion for affiliates and an understanding of the marketplace – a thorough understanding of the programmatic space is desirable
- Understanding of affiliate tracking technologies
- Excellent organisational, project management and problem solving skills
- Ability to pre-empt problems, show initiative and be pro-active
- A high level of numeracy and literacy with strong attention to detail
- Ability to multitask and work under pressure
- Ability to build and maintain strong working relationships internally and externally
- Flexibility
- A good presenter



NAVIGATE DIGITAL LTD

2nd Floor, 180 Borough High Street, London, SE1 1LB

020 3597 1400

hello@navigatedigital.com

www.navigatedigital.com