



Career Opportunities at Avid Life Media

Avid Life Media Inc. is a leading social entertainment company that operates some of the most vibrant social networking and dating communities on the web. We currently have online presence in 17 countries located around the world in a variety of languages, with aggressive plans to continue to expand the businesses. To support our continued compound annual growth and global expansion, we are looking for entrepreneurial, strategic and results oriented team members.

Our offices are conveniently located on the Yonge subway line at Yonge/Eglinton. We are currently looking for great people to fill key positions within the organization. If you feel you have the required skills and experience to be successful in the below position, we would love to hear from you!

AFFILIATE SALES MANAGER

We are looking for a results oriented individual with demonstrated past online media sales and account management success. The **Affiliate Sales Manager's** primary role is to actively seek out and manage Affiliate and Publisher partner relationships both in North America and international. This is a hands-on role and not one of managing other affiliate account management staff. This position provides a competitive base salary with a very attractive revenue based performance bonus opportunity.

Responsibilities:

- Manage and grow revenue with existing affiliate partners
- Continuously prospect through research, referrals and other avenues
- Cold call and recruit/sell our product offerings to networks, new publishers and qualified independent affiliate partners
- Approve new affiliate accounts and confirm traffic sources
- Key point of contact for our affiliates/partners (answering questions, training, communicating improvements to product & traffic teams; build win-win relationships)
- Oversee the development and distribution of marketing tools and sales creative to affiliates/partners
- Track and report on affiliate/partner success
- Extract, analyze, identify and recommend key performance measures from campaigns to help grow our ad spends with Affiliates and Publishers
- Ensure affiliate partners are aware of and are in compliance with company program guidelines



- Attain and exceed monthly/quarterly/annual revenue growth objectives
- Occasionally travel to provide training to partners or attend industry trade shows, both domestically and international.

Qualifications & Skills:

- 2-5 years internet advertising and online media related sales experience
- Creative with strong recruitment and negotiation skills
- Entrepreneurial, results oriented & hungry to close the next deal!
- Driven to attain and exceed personal & revenue quotas
- Knows how to identify the decisions maker in an organization and is persistent with follow-ups
- Excellent English oral and written communication skills
- Bilingual language skills in any of the following are an asset but not required - French, German, Spanish, Portuguese
- Excellent multi-tasking, time management and organizational skills
- Internet savvy with strong Microsoft suite and internet related tools skills
- College or university degree in a related field is an asset but not required
- Willingness and ability to occasionally travel.

Qualified candidates should send a resume and cover letter (in the same document) identifying your relevant knowledge & experience to hr@avidlifemedia.com. In the e-mail subject line please reference "**Affiliate Manager**".