



To Apply, please send your CV and cover letter to jobs@kazoolink.com

What is Kazoolink ?

Kazoolink, The new technology of mobile advertising and publishing for app developers!

With our headquarters in Paris and a worldwide presence, Kazoolink international team offers the best solution for advertisers to generate an optimized traffic in volume and quality. We provide our publishers an ingenious way to monetize an virally their audience. Kazoolink's premium worldwide traffic is made through our in house technology and partnerships.

Working with Kazoolink ! With us, you'll find super talented and extremely motivated team with a great team spirit and fun !, an amazing work-life, and more. We are looking for motivated and passionate people to join in our adventure and contribute to our company's success.

Sales Director

The Sales Director will work alongside the CBO in the Paris headquarters managing his sales team as well as recruiting new key clients from all over the globe. You will be responsible for the the entire account management revenue coming from advertisers and publishers and enjoy a young and professional environment of a team with a deep knowledge of the mobile advertising industry and the mobile app developers market.

Key Responsibilities

- Managing and Recruiting premium advertisers as well as premium publishers by prospecting through phone calls, emails, Skype.. and worldwide events
- Managing Kazoolink sales team
- Issuing all financial reports of the client activities as well as the sales \ account team performances to the C level team
- Reviewing with the account manager the campaigns performance and optimising by using the in-house account management platform tools
- Day to day contact with your new and past clients.
- Business trips will be required: shows , events and worldwide client meetings based on your clients profile.
- Working on pre defined sales targets and achieving the campaigns success
- Very high bonuses based on account revenue

Requirements

Fluent Business English (no requirement for French language)
5+ years experience of working in online \ mobile industry or advertising agency
Bachelors degree or higher
Strong Sales + Commercial acumen

Personal Profile

- Great sales team leader
- Good client service and sales orientation
- Excellent communicator
- A highly motivated self starter and pro active
- Experience in growing large clients and managing its accounts
- An enthusiastic commercial approach with an ability to identify opportunities quickly
- A strong client orientation focusing with work ethic and motivated by delivering high quality service