

Job Description: Strategic Alliance Manager, USA
Status: Full Time
Location: New York

About Spotzer Media Group

Spotzer is the first global advertising agency dedicated to making high quality video advertising fast, affordable and highly targeted. <http://www.spotzer.com/>.

We offer a remarkably affordable online library of creative, ready-to-air commercials produced by industry-leading professionals from around the world.

We also help our clients plan and buy video spots across multiple advertising media, including television, the web, and out of home TV (location specific, narrowcast networks). We use the latest technologies for targeting advertising to limited geographic areas and well defined demographic audiences. This helps our clients better target their customers and brings efficiency and cost-effectiveness to their video advertising.

Spotzer levels the playing field by giving businesses more affordable marketing weapons to quickly respond to competitors and the changing needs of their customers. And we back up our process with robust account management and customer service teams to help ensure the success of our client's media campaign.

Position overview:

As Strategic Alliance Manager, USA, you will be responsible for developing and structuring revenue generating relationships with volume customers including yellow page publishers, real estate agency and recruitment groups, newspaper and classified ad vendors and other types of businesses that have a need for low cost video creation services.

You will study vertical industries, identify opportunities and initiate relationships with the view to meeting the unique needs of customers with potential to produce scalable and recurring revenues.

You will work with our ad creation, client services and technical teams to deliver comprehensive solutions at competitive prices.

You will report directly to the VP Strategic Alliances.

We offer:

- Competitive salary and commission plan
- Stock options
- Young, dynamic and international environment
- Personal training and development
- Lead role in a very exciting, VC-backed early stage company

Experience required:

The ideal candidate is someone with the following profile:

Qualifications and Experience

- MBA or University Degree
- 4+ years of sales, channel sales or business development experience
- Proven history of achievement
- Superior prospecting and lead generation skills
- Sales and negotiating skills
- Ability to work both independently and collaboratively
- Excellent written and oral communications and presentations skills
- Willingness to assist with a variety of tasks
- Ability to cope with interruptions, prioritize and work on many tasks simultaneously
- Command of CRM systems; Salesforce.com a plus
- Proficient with MS Word, Excel, Outlook, PowerPoint and other common office systems.

Spotzer Media Group is an equal opportunity employer and offers competitive compensation and benefits.

If you are interested in joining a winning team and believe you could make a difference to our business please e-mail your resume and a short letter of introduction for confidential consideration to
Janine@spotzer.com