



Head of Key Account - Games

TikTok

Job Overview

Job Type:	Full Time
Location:	Moscow, Russia
Address:	Россия, Москва
Website:	https://careers.tiktok.com/

Description

Responsibilities

Business management

1. Make the analysis of digital marketing ecosystem in Russia and CIS, mainly Belarus, Ukraine, Kazakhstan, and make the business strategy
2. Build partnership with different types of leading clients and agencies, including both branding industries and performance
3. Design agency business partnership model, including commercial terms, engagement model and innovation programs
4. Drive the revenue from Russia and CIS clients and agencies, and achieve the sales target

Team management

1. Design the team structure and role&responsibilities of team members
2. Hire the team member, based on the ranking of priority
3. Build the team capability by coaching the team members
4. Lead the team members to achieve their own sales target

Cross functional collaboration

1. Work with sales marketing team, on B2B marketing activities for Russia and CIS markets
2. Work with product team, on feedback and suggestions of ads solutions systems and tools for Russia and CIS markets
3. Work with all other cross-functional teams to improve the efficiency and build long term growth

Qualifications

1. BA/BS degree or above
2. 7+ years of overall working experiences: digital marketing experience and digital sales related experiences
3. 4+ years of team and people management experience
4. Experiences in working with cross-functional teams
5. Strong understanding about Russian and CIS digital marketing ecosystem and developing trends
6. Strong network in Russia and CIS markets, with solid experiences of working with C level executives of

agencies

7. Excellent verbal and written English and Russian communication skills, Byelorussian or Ukrainian speaking as a plus
8. Self-starter, fast learner with a can-do spirit
9. Ability to travel domestically and internationally as needed

Last updated: 08.10.2021