



Head of Partners

WN Talents

Job Overview

Job Type:	Full Time
Location:	Remote work
Website:	https://talentsingames.com/

Description

WN Talents is in search of **Head of Partners** for the client.

Our Client is Global is an international holding specializing in the development and implementation of advanced technologies, B2B solutions and innovative products for the iGaming industry.

The holding is represented in seven countries (Cyprus, Ukraine, Poland, Kazakhstan, Armenia, Peru, Malta). The headquarters of the holding is located in Cyprus.

Requirements:

At least 6 years of experience in iGaming affiliate marketing, business development, or a similar field, with 3+ years in a senior leadership role.

Experience leading teams of 15+ members, indirectly.

Strong knowledge of digital marketing, affiliate management, and trends in the affiliate marketing industry.

Experience managing large affiliate teams across different regions.

Proven ability to lead and motivate a diverse, high-performing team and work with other teams to influence key decisions.

Experience in finding new customers, conducting calls, expanding the base of potential traffic buyers, and building strong partnerships.

A long-term vision and the ability to plan for the future.

Strong skills in data analysis and performance tracking to improve results.

Good business sense and the ability to make decisions based on market trends and affiliate data.

Responsibilities:

Lead and mentor a team of affiliate managers and specialists, setting clear performance goals and KPIs.

Manage the affiliate program's budget, focusing on profitability and growth.

Maximize affiliate revenue by building a strong affiliate network. Use data to improve campaigns and track performance to increase ROI.

Develop and implement a long-term affiliate marketing strategy to position the company as a leader and create new affiliate models.

Build and manage strong relationships with key affiliate partners and develop partnerships with top affiliates and networks for growth.

Work closely with the executive team in Marketing, Product, and Operations to align affiliate strategies

with company goals.

Ensure the affiliate program follows all regulations and industry standards, managing risks in affiliate partnerships.

Benefits:

An exciting and challenging role in a fast-growing environment, with the opportunity to be part of a multicultural team of top professionals in Development, Engineering, Architecture, Management, Operations, Marketing, and more.

Great working atmosphere with passionate IT experts and leaders, sharing a friendly culture and a success-driven mindset is guaranteed.

Beautiful offices in Kyiv, Warsaw, Limassol, Almaty, Yerevan work with comfort and enjoy the opportunity to build a network of connections with IT professionals day by day.

Laptop & all necessary equipment for work according to the ecosystem standards.

Paid vacations, personal events days, days off.

Paid sick leave.

Medical insurance.

Referral program enjoy cooperation with your colleagues and get the bonus.

Educational support by our L&D team: internal and external trainings and conferences, courses on Udemy.

Free internal English courses.

Free Yoga classes.

Multiple internal activities: online platform with newsletters, quests, gamification and presents for collecting bonuses, PIN-UP talks club for movie and books lovers, board games cozy evenings, special office days dedicated to holidays, etc.

Company events, team buildings.

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