



Partnerships Manager - Gaming

TikTok

Job Overview

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

Description

Responsibilities

Business Management

1. Build partnership with RU&CIS clients
2. Design the sales plan and narrative to explore business opportunities
3. Drive the revenue from gaming clients, and achieve the sales target

Campaign Planning and Management

1. Facilitate ad campaigns from start to finish
2. Facilitate internal account operations including accounts set up etc.
3. Plan and build compelling storylines and data-driven presentations that are customized to business and problems

Cross functional collaboration

1. Work with sales marketing team on B2B marketing activities for clients and agencies
2. Work with product team on feedback and suggestions of ads solutions, systems and tools, for the clients and agencies
3. Work with sales management team on the risk control and healthy clients portfolio
4. Work with all other cross-functional teams to improve the efficiency and build long term growth.

Qualifications

1. BA/BS degree or above
2. 4-10 years of overall working experiences, 2-8 years of digital marketing experiences, 2+ years of digital media sales related experiences
3. Experiences in working with cross-functional teams
4. Strong understanding about Russian&CIS digital marketing ecosystem and developing trends
5. Strong network in Russian&CIS market, with solid experiences of working with C level managers of partners
6. Excellent verbal and written English and Russian communication skills
7. Self-starter, fast learner with a can-do spirit
8. Ability to travel domestically and internationally as needed.

Last updated: 08.10.2021