Account Manager - Affiliates

Is business development your expertise? Do you have experience in affiliate marketing and thrive under pressure? Can you meet sales targets? Are you a positive and motivated individual? We offer you the opportunity to work in a stimulating work environment with the best team in town!

As an Account Manager - Affiliates, your responsibilities would include:

- Serve as the main point of contact for affiliates and maintain strong relationships.
- Guide affiliates in using our services and platform to maximize campaign performance.
- Provide partners with tools and strategies to improve their results.
- Analyze daily performance and track key KPIs.
- Support affiliate onboarding and ensure a smooth integration into our platform.
  Develop and grow a portfolio of high-performing affiliate accounts.
- Collaborate with internal teams to resolve partner needs and technical issues quickly.
- Identify new partnership opportunities to expand the affiliate network.
- Stay informed on industry trends, competitor activity, and affiliate marketing best practices.
- Contribute to the development and promotion of offers to increase visibility and performance.

Desired Profile

- Excellent communication and listening skills, with the ability to build strong human connections quickly.
- Experience in affiliate marketing or performance marketing.
- Proven persuasive abilities and confidence in managing negotiations.
- Strong multitasking skills and the ability to manage several projects or partners at once.
- Comfortable analyzing data, reading performance reports, and extracting valuable strategic insights.
- Positive, motivated, and able to thrive in a fast-paced, results-driven environment.
- Bilingual English/French, both spoken and written.

To apply, please send your resume to career@crakrevenue.com

Account Manager - Advertisers

We are looking for a driven and solution-oriented **Account Manager – Advertisers** to join our team. In this role, you will build and nurture strong relationships with our advertising partners, ensuring their long-term success while maximizing business growth. By acting as the main point of contact, you will anticipate needs, resolve challenges, and identify opportunities that deliver measurable performance.

Responsibilities of the Account Manager – Advertisers

- Serve as the main point of contact for advertisers
- Develop, maintain, and maximize long-term business relationships
- Negotiate contracts and commercial agreements
- Respond to daily partner requests via Telegram, Slack, or email
- Manage internal requests from the sales team through the CRM (Salesforce)
- Analyze performance (EPC, CR, ROI, etc.) and take action to optimize results
- Handle fraud reports and ensure campaign compliance
- Identify and resolve technical issues in collaboration with the technical team
- Efficiently onboard new products and advertisers
- Propose and implement innovative solutions to improve performance
- Conduct competitive monitoring of similar products and networks
- Participate in prospecting and identifying new strategic partners
- Identify and grow new business opportunities
- Actively contribute to the marketing of products (internal and external)

Desired Profile

- Strong client orientation and ability to propose solutions tailored to diverse advertiser needs
- Experience in account management or business development
- Comfortable in a fast-paced, performance-driven, and constantly evolving environment
- Ability to analyze data and turn insights into concrete actions
- Initiative and results-oriented mindset
- Excellent priority management, follow-up, and multitasking skills
- Bilingual English / French required, both spoken and written
- Excellent communication skills (Slack, Telegram, emails)
- Comfortable managing multiple partners simultaneously
- Technical understanding of the web: pixels, tracking, postbacks, S2S, analytics platforms, etc. (an asset)
- Knowledge or past use of affiliate platforms (e.g., HasOffers, Affise, Everflow) (an asset)
- Experience in affiliate marketing, digital advertising, or e-commerce (an asset)

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