

Account Manager – Affiliate and Partnership Marketing AT THE THOUGHTFUL AGENCY

We're now hunting for an Account Manager – Affiliate and Partnership Marketing. The successful candidate will be someone who can deliver exceptional e-commerce results – using a razor-sharp strategy. We're also looking for a terrific human. Someone who truly understands how clients work. And knows what it takes to nurture a growing team within a supportive workplace.

KEY RESPONSIBILITIES

The Thoughtful Agency is in search of a highly skilled Account Manager – Affiliate and Partnerships, an accomplished marketing professional with a minimum of 2 years of experience in the field of affiliate marketing. The ideal candidate thrives in a dynamic environment, possesses excellent negotiation skills, and is adept at cultivating and enhancing client relationships. In this role, you will directly manage a portfolio of accounts and assume responsibility for client interactions, project deliverables, account strategy development, and execution.

Responsibilities:

- Formulate proactive affiliate marketing strategies aligned with client-specific objectives.
- Supervise day-to-day operations of multiple affiliate programs.
- Present performance results and strategic recommendations to clients, gaining approval from decision-makers.
- Define, monitor, and analyse trends in clients' metrics and KPIs.
- Generate forecasts, establish budgets, and set KPIs for affiliate programs. Implement creative and promotional changes based on content calendars.
- Oversee all aspects of affiliate management, including recruitment, activation, payment, compliance, and communication with affiliates.
- Devise and execute initiatives to enhance affiliate performance through effective acquisition and retention tactics.

Performance Lead AT THE THOUGHTFUL AGENCY

- Handle reporting, communicating program performance and recommending enhancements.

QUALIFICATIONS

- At least 2 years of direct affiliate management experience (in-house, agency, network).
- Proficiency in working with various Affiliate Networks (Rakuten, Commission Factory, Impact, Partnerize etc.).
- Exceptional written and verbal communication skills, and client service.
- Strategic mindset with a strong emphasis on execution.
- Independent problem solver with the ability to close deals confidently during client meetings.

A CULTURE WHERE PEOPLE THRIVE

We promote from within and foster everyday opportunities to mentor our people. So they can take the next step in their career – with us. We also adopt a mindful approach to our work. With daily meditation and time to switch off throughout the week as standard. You can expect:

- Mind performance and public speaking coaches
- Customised career development plans
- In-house training from industry leaders
- Performance incentives for exceptional work.

THE FUN STUFF

At Thoughtful we encourage a healthy work-life balance and offer lots of perks and rewards, including:

- Thoughtful acts of kindness (we regularly treat our staff to goodies from our favourite clients across the fashion and lifestyle industry)
- An annual employee of the year award (with a trip to Byron Bay for the winner)

Performance Lead AT THE THOUGHTFUL AGENCY

- Flexible working options and 10 am starts on Mondays
- Free Mecca coffee all-day
- Regular social events
- Referral bonuses

Make Your Mark In The Fashion & Lifestyle Space:

There's never been a better time to join Thoughtful. With a growing portfolio of exciting clients, and a dynamic, passionate team, we're changing the game when it comes to growth strategy. Join our performance agency today and you can expect a generous salary, incentive packages, and a range of health, wellness and lifestyle benefits. And don't be shy! We're always looking for awesome people to drive our growing agency forward. To apply, please send your application, including a cover letter and resume to info@thethoughtfulagency.com.

Please apply with your CV and a cover letter explaining why you would be a good fit for our team.