

Lijit Networks, Inc.

Publisher Services Manager

Description:

This role requires an individual who can combine a solid understanding of the Internet (including: publishing, blogging, advertising, and content distribution) with creative selling skills to forge long-term deals with a variety of web publishing partners. This role combines elements of direct sales, business development and account management. Therefore, candidates must be able to show proven results and have at least 5 – 7 years of experience working directly within results-based online media sales, online media buying or other fast-paced business development environments.

The ideal candidate will have the experience/skills required to execute as both an individual contributor, successfully developing relationships with our top publisher partners, and as a team builder, helping to grow the function and managing performance to meet the needs of our rapidly expanding network.

Responsibilities include:

- Forging new Publisher partnerships
- Managing existing relationships
- Have a strong understanding of the online advertising sector
- Be adept at negotiating sound commercial agreements
- Be prepared to be accountable and compensated for your own activities and results
- Contribute strategically to the growth and direction of Lijit Networks products and services

Requirements:

- Target is 5-7 years of online sales / business development /online media experience (online advertising, search, contextual marketing, web publishing content distribution.)
- Demonstrated history of quota attainment; ability to evaluate sound business opportunities and close deals
- Seasoned prospecting skills
- Internet savvy and proficiency in office productivity tools
- Excellent organizational and communication skills
- Must be able to multi-task and prioritize effectively in a fast-paced environment
- Ability to handle projects of sensitive or urgent nature in a professional and timely manner
- Flexibility to work outside of normal business hours (if necessary) to accomplish business objectives
- Bachelors degree / MBA a plus

Candidates must have proven leadership experience and have demonstrated abilities in sales, negotiations, and partner relationship management. This position demands the ability to influence the management team through written/interpersonal, presentation skills, and the ability to simultaneously address multiple projects and challenges.

Please send your resume to jobs@lijit.com with “Publisher Services Manager” in the subject line.