



**Role:** Strategic Account Manager (Publisher facing)

**Reporting to:** Strategy & Business Director

**Job Location:** Sanlitun, Beijing

**Category:** Digital Media

### **Tyroo**

Tyroo is a part of SVG Media Group that was established in 2006. Headquartered in New Delhi, the company is leading Global Mobile User Acquisition and Monetization Platform.

We run native technology platforms that enable consumers to discover products and services. Our partners use our products to offer native experience and understand behavior of audiences in emerging markets; we are leader in monetization on commerce-oriented actions.

We deliver 20 Billion + ads every month to consumers across 15 focus markets with physical presence across Delhi, Singapore, Jakarta, Dubai, Bangalore, Mumbai, Beijing and expanding across the world.

Tyroo's clients include eBay, Amazon, Flipkart, Expedia, Cheetah Mobile, Hotels.com, Domino's Pizza, Monster, Ctrip, APUS, Baidu, Paytm and Qihoo 360.

Website: - [www.tyroo.com](http://www.tyroo.com)

### **Key Deliverables:**

- Work with the Strategy & Business Director and the Director of Global Supply on the devising the sales strategy for China, as well as indentifying and meeting with high-value target clients
- Develop and manage strong relationships with key clients through the full life-cycle of the accounts
- Optimise, track and analyse performance, working together with various teams to meet goals
- Be the face of the organization in the local region i.e. execute to the targets and build long relationships to support the Tyroo brand

### **Preferred Qualifications:**

- Prior experience of selling Mobile Advertising Solution to Brands and Agencies is an added advantage
- 3+ years of experience in independently handling large client accounts (preferably publisher facing)
- Should have good knowledge of digital advertising
- Excellent verbal + written skills to effectively communicate with various stakeholders
- Excellent analytical skills to interpret data and other technical information, solve problems, evaluate systems, and create solutions
- Ability to handle ambiguity and multi-task effectively

- Native Mandarin language skills and a fluency in English are required

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Send your resume at [nidhi.s@svgmedia.in](mailto:nidhi.s@svgmedia.in)