



Job Title: Business Development Manager for Ambassador Network

About Spotzer

Spotzer Media Group (www.spotzer.com) provides small businesses with full service solutions for creating and maintaining online content that search engines and social networks reward with high exposure. Our solutions feature websites, videos, mobile sites and social media, with all packages including a combination of upfront creative production and ongoing services to refresh, redistribute and further optimize content to improve search rankings and engage followers.

Based in Amsterdam and with offices in the United States and Australia, we have produced online presence for more than 54,000 satisfied small businesses in 16 countries. We were founded in 2006 and are backed by major US and European venture capital investors.

The Ambassadors Network

To date we have sold our products and services through a combination of direct telesales and partnerships with yellow page publishers, media groups and other large companies that provide services to small and local companies. However, we are now launching a major initiative designed to develop a global network of freelance sales representatives to market and sell our products and services in their local communities.

We intend to train members of our existing freelance creative network to now also participate in our selling activities. We also aim to recruit experienced sales professionals, students and stay-at-home parents as well as marketing consultants, local agencies and local business owners. All of our independent reps – we call them Ambassadors – will earn a share of our revenues arising from the contracts they secure while Spotzer shall be completely responsible for the delivery of our products and services and for billing, customer service and reporting.

Position

The Business Development Manager will have primary responsibility for recruiting, training and managing a global network of independent sales representatives. The Business Development Manager will report to our Chief Commercial Officer and will also work closely with other Spotzer departments, including marketing, technology and finance. In respect of developing freelance Ambassadors from our existing network of freelance creative professionals, the Business Development Manager will work closely with the head of our talent network.

The candidate will play a significant role in refining and further developing our strategy for this important initiative.

The position will be based in our Amsterdam headquarters.

Primary tasks & responsibilities:

- Growing revenue through the development and management of an international Ambassadors network.
- Building an international strategy to approach prospective independent Ambassadors.
- Recruiting new Ambassadors through various channels including social media.
- Managing and setting targets for the Ambassadors.
- Providing regular product and sales training for the Ambassadors.
- Leveraging video and social media in managing the Ambassadors network.

Qualifications

- A minimum of a University degree.
- The successful candidate will be a seasoned, successful and mature professional with at least 3 years of broad experience in Business Development.
- Experience in social media, channel sales and / or indirect sales.
- Affinity and experience with organizing marketing and network events.
- Strong knowledge of digital advertising for small and local businesses is a plus.
- Demonstrable capacity to work across countries, cultures and languages is mandatory.
- The candidate will also need to demonstrate the ability to work in an early stage, fast growing and international company.
- Excellent English language skills are required. Fluency in Dutch -- and any additional language skills -- is a plus.

Compensation

Competitive compensation package includes base salary and performance based bonuses.

Contact & Deadline

If you think that you meet these requirements and you're ready to join a dynamic, international company that is growing rapidly, send your resume to Willem Wijnans, HR Manager, **before the 15th of March 2012**, at: recruiting@spotzer.com (Telephone number: +31 20 305 4135).

For more information about the position contact Steven van Randwijck, Chief Commercial Officer at svrandwijck@spotzer.com or +31 20 305 4126.

No agency solicitations for this position will be considered.