



Junior Agency Partnership Manager - Growth Team

Munich | Hamburg | Berlin – Sales – [Online-Application](#)

TikTok is the leading destination for short-form mobile video. Our mission is to inspire creativity and bring joy.

TikTok's Agency Partnership Managers with a focus on Performance Agencies are responsible for building long term partnerships with German independent agencies, educate and inform them about performance oriented commercial opportunities within TikTok. Our innovative advertising products are high-impact and engaging, we create a native experience for our users and develop deep connections with our brands.

Responsibilities

Revenue Partnerships

- Acquisition of new agencies
- Establish and manage client partner-focused relationships with performance agencies
- Provide clients with the highest level of sales and customer service
- Education in a 1:1 and scaled level
- Retain and grow revenue from advertisers, always looking for new opportunities
- Collaborate with internal teams globally across product, marketing, legal, engineering and sales

Campaign Planning and Management

- Manage internal account operations including account set up etc.
- Plan and build compelling storylines and data-driven presentations that are customized to clients' business

Qualifications

- Relevant degree or equivalent professional experience
- Internships within agencies, in performance advertising and digital sales is a plus
- Strong technical understanding
- Excellent verbal and written German and English language skills required
- Self-starter, fast learner with a start-up spirit

TikTok is committed to creating an inclusive space where employees are valued for their skills, experiences, and unique perspectives. Our platform connects people from across the globe and so does our workplace. At TikTok, our mission is to inspire creativity and bring joy. To achieve that goal, we are committed to celebrating our diverse voices and to creating an environment that reflects the many communities we reach. We believe individuals should not be disadvantaged because of their background or identity, but instead should be considered based on their strengths and experience. We are passionate about this and hope you are too.

Apply online [here](#)

Contact & Questions

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