

## **SiteLock Needs an Affiliate Marketing Manager**

SiteLock is the Global Leader in business website security and is the **only** web security solution to offer complete, cloud-based website protection. We find and fix threats, prevent future attacks, accelerate website performance and meet PCI compliance standards for businesses of all sizes (basically like Batman if Gotham City was the internet). Our mission is to protect every website on the internet (yes, we know that's a colossal goal, but we are THAT good), that's why we need talented people like yourself to join our ever-growing team!

### **That's Nice, But What's The Job?**

The Affiliate Marketing Manager will develop, grow and manage the company's marketing affiliates, aggregators, and other marketing partners helping to meet aggressive growth goals. The Affiliate Marketing Manager will work closely with leaders across sales and marketing to support continued channel and organizational growth. They will work closely with our partners and internal team members to maximize sales funnel efficiency while delivering upon planned lead and sales results. This position requires a high level of collaboration and will be responsible for coordinating internal and external efforts to grow the affiliate marketing channel.

- Manage partnerships including relationship development and ongoing communication with aggregators, affiliates and marketing partners.
- Evaluate pricing and commission modification opportunities quantitatively and qualitatively to determine potential expected results and return.
- Grow the channel. Develop new partnerships with partners that will contribute to our growth, expand our reach to new audiences, and drive new business. Explore, assess, and execute new approaches with existing partners.
- Develop overall plans, and review campaign performance using internal and external reporting and analytics tools. Distill data into actionable insights which will help drive change and growth
- Manage the affiliate program budget and sales forecasting.
- Consistently innovate, explore, learn, test, execute and iterate. Develop and maintain a culture and discipline of testing, research, competitive analysis and data-driven decisions to optimize future plans.
- Closely monitor the competitive landscape, evaluate new technologies, platforms, strategies, and tactics, bringing recommendations back to the team to ensure our continued evolution and growth.

### **What Are We Looking For?**

- Relevant bachelor's degree or equivalent experience

- Minimum of five years of experience with affiliate marketing
- Extensive network of top tech affiliates with proven growth
- Experience with Google Analytics and other reporting/tracking tools
- Excellent collaboration skills
- Experience managing a team of Affiliate Marketing Team
- Strong project management, presentation and organization skills
- Understanding of digital marketing
- Excellent collaboration and negotiation skills
- Ability to turn complex data and information into actionable insights and plans
- Self-motivated and enthusiastic

**Anything else? Absolutely.**

SiteLock was recently awarded the Best of Cool award for our great culture by BestCompaniesAZ and are one of the Best Places to Work as awarded by Arizona Business Journal. Essentially, we offer a relaxed, friendly, fun and upbeat environment since we work here too! SiteLock is also the Fastest Growing Software Company in Arizona two years in a row per Deloitte's Fast 500, and we aren't slowing down anytime soon!

**So What About The Perks? Perks Matter.**

- **Medical, Dental and Vision.** SiteLock pays a nice chunk of your premiums to keep the cost as low as possible for our employees.
- **15 days of PTO and 7 paid Holidays.** Because who doesn't love time off?
- **Benefits like 401(k), company paid life insurance, short and long-term disability.**
- **Casual Dress.** Come dressed in jeans (you'll fit right in with the rest of us).
- **Game Room.** Gimme a break – no, not a Kit Kat ad but we do have a ping-pong table, shuffle board and PlayStation if you ever need a break in your day.
- **Wellness Program.** We want our employees to be the best versions of themselves. That's why we offer a Wellness Program that includes an in-house Fitness coach, back massages, allergy testing, biometric screenings and much more!
- **Growth opportunities.** When we grow... our people grow! Our plan is to double in size by 2021. In order to do that, we need to develop our team members and foster their knowledge in cyber security and business.