



**At LeadLeaders**, we breathe entrepreneurial air. This isn't optional, it's an absolute necessity. We are LeadLeaders. We believe we can find even more true potential customers for our partners, by using only measurable marketing campaigns. We reach millions of households each month with our online lead generation campaigns in Australia, Belgium, France, Italy, Netherlands, New Zealand and the United Kingdom.

We are continuously improving our performance every day. We generate, source and optimize our traffic daily, after analyzing results from our advertisers. With our strict validation and counter fraud tools we ensure that all data is ready to be converted, whether our partners follow up by email, sms, post or telemarketing. All data is live generated and validated making sure you get the best value for your buck.

### **Triple E**

We believe everyone is unique. So: be you. Our success is a result of our **Triple E Philosophy**. Be the Energetic and Entrepreneurial Expert. Dream big, everything is possible. We give our people autonomy and accountability, without internal politics. And we celebrate our successes together, every day!

### **Lead Our Operations**

Our **lead generation company/brand LeadLeaders** is growing rapidly. To drive, manage and maintain the operational infrastructure of this fast growing tech company we are looking for a hands-on, smart-thinking and fast-acting kind of operations manager. The operations manager plays a vital part in aligning all business processes within our organization. As the operations manager you will lead and manage our design, campaign, development and quality management team in our Amsterdam headquarters. Together with the business intelligence and finance team you will work on projects to improve our daily business.

### **Role Description:**

Structure is key. You know that from experience and are an expert in applying this into this role. You will serve as the key escalation point within account operations. Your analytical skills are second to none, which enables you to identify opportunities and optimise inefficiencies. As you understand that our customers are the heart of our organization, you are actively seeking for opportunities to improve our products on both a technical as a commercial level.

As the operations manager you will lead our team of talented professionals and guide and support their professional development on a daily basis.

- **Development:** On a daily basis you monitor and improve our inhouse websites and you make sure conversions are optimized. Write clear and concise requirements for new products or campaigns and manage and follow up of these requirements together with design and the development team.
- **Product:** you manage the campaignmanagement team. With the campaign manager you analyse daily performance of campaigns, content and waste on campaigns. You keep the overview of the planning and you make sure that every campaign is meeting the criteria from clients.
- **Quality:** Together with the data quality specialist you have the overview of the quality of our leads and you report to sales and traffic.



- *Reports:* You assist and provide the Sales Manager with KPI dashboard and recommending and leading any changes to methods of operations within the account(s). You analyze performance such as conversion funnel, quality and optimize processes in order to meet these KPI's
- *Finance:* You will responsible for monthly financial sheets. You are the contact person for our finance department and you are responsible that all financial processes run smooth
- Manage day-to-day escalations and troubleshooting of production issues

### **Who are you?**

You have affinity with the online marketing industry (games/apps/music/videos). You are enthusiastic and a positive thinker with an open mind who thinks: "Everything is possible!". You are not afraid to work independently and ask for help when necessary. You are eager to learn about online marketing in a fast-paced environment and a strong planner and multitasker.

### *Background*

- 5+ years of project or operations management
- You have more than 2 years of experience leading and managing teams
- Project Management skills (preferably scrum or Prince2);
- Experienced with **technology** and preferably projects that include web components;
- **Proven track record for delivering continuous improvement results**
- Strong problem solving and conflict resolution skills
- Ability to pick up new complex information systems quickly
- Ability to multitask and prioritize projects efficiently and effectively with superb attention to detail
- Great analytical skills;
- Excellent Excel knowledge and good with figures;
- Basic understanding of technical flows;
- Knowledge of the online marketing industry (games/apps/music/videos);
- Fluency in English, spoken and written;

### **What do we offer?**

Working at LeadLeaders means working in a highly energetic environment where we have fun and work whenever necessary. Surrounded by entrepreneurial people in a **rapidly growing company**, you grow by experimenting and discovering. Just do it!

Our experts have a lot of in-house knowledge and to stay ahead we are always open to refreshing ideas. Together we develop more. Do you want to celebrate our successes with us on boat trips, parties and weekly Friday drinks at our rooftop terrace? And for once, let's not be humble: come join us in **our beautiful office in the heart of the city** overlooking the canals of Amsterdam!

**Apply? Can't you wait?** This job is open for candidates who are already living in the Netherlands. Acquisition regarding this vacancy is not appreciated, only relevant and direct applications will be answered. Contact [hr@creativeclicks.com](mailto:hr@creativeclicks.com) for further inquiries.