

Israel Country Manager

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Company: Taboola

Location: Israel

Category: other-general

Curious about what it's like to work at the world's number 1 discovery platform as an **Israel Country Manager**? We're glad you asked!

Now is a great time to join Taboola! Recognized as the world's leading content discovery platform, Taboola recommends editorial and sponsored content across many of the world's most highly-trafficked sites.

We help publishers monetize their content and drive higher engagement. We enable brands to surface their content to the right audience at scale and above all, we help people discover content they may like yet never knew existed.

Taboola is headquartered in New York City, and also has offices across the globe in Los Angeles, London, Tel Aviv, New Delhi, Bangkok, São Paulo, Shanghai, Beijing, Seoul, Istanbul, and Tokyo.

We are looking for an all-star **Israel Country Manager**(IL) to join our Tel Aviv team. This person will be in charge of growing revenue in the Israeli and export market and lead strategic partnerships and initiatives. The ideal candidate will be highly motivated, a team player, and should have passion for the digital advertising world.

The IL Country Manager will report to the Regional Director and will lead the Israeli business team (Directors, Account Managers, Sales Managers). The IL team is tasked with driving revenue by ensuring world-class client experiences, leading to increased retention and growth.

As an experienced leader with deep knowledge of digital advertising, you should be skilled at maintaining and growing the business (domestic and global clients), meeting and

exceeding challenging revenue targets, and have a strategic vision for how Sales and Account Management can help our advertisers and publishers grow their business. In order to be successful in this role, the IL Country Manager will therefore need to combine strategic and commercial knowledge with a 'start-up' mentality and attitude.

What are some of the things you do on a day-to-day basis?

Oversee all Enterprise revenues for Israel (domestic and export market, publisher and advertiser)

Build a high performing sales culture

Engage the team and build the local market culture via Country meetings and other initiatives

Secure and deliver on agency trading deals and Joint Business Plans

Secure long term publisher partnerships Get in the details – these are nimble teams and you will personally drive growth

Represent Taboola at events in market, be regularly in market networking with prospects and partners

Find efficiencies and commonalities across the regions – share best practices with other Country Managers within EMEA

Be the voice of Israel within Taboola with internal stakeholders including Product, Marketing, Sales Operations, Professional Services, Finance, etc.

Primary decision maker for advertiser IOs, publisher deals, client entertainment spend and other responsibilities in line with Taboola's policies

What are the skills a good Advertiser Country Manager needs to have?

Extensive senior experience in key sales positions in the Israeli market, with strong leadership skills

Min 7 years managerial experience in the advertising or publishing space. Must be well connected within the Israel digital media market, either advertiser or publisher and display impeccable local market understanding

Proven ability to penetrate new markets and learn new technologies

Relevant Commercial experience of managing complex negotiations and significant budgets

Experienced in independently building, pursuing and closing a large pipeline of leads

A solid understanding of budgeting and business planning is essential

Excellent interpersonal skills at all levels, including people-management, leadership and both written and verbal communication skills

Languages: Fluent Hebrew and English

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