


Πηγή: DAILY FAX **Σελ.:** 3 **Ημερομηνία έκδοσης:** 14-03-2023
Αρθρογράφος: **Επιφάνεια:** 103.89 cm² **Κυκλοφορία:** 0
Θέματα: ΑΓΓΕΛΙΕΣ ΕΡΓΑΣΙΑΣ





Senior Account Manager, Programmatic media solutions

About the role
The purpose of this commercial role is effective selling of our programmatic offerings, managing Key Accounts (large multinational media agencies) and delivering excellent service.

Accountabilities

- Achieve sales target and manage sales pipeline
- Use excellent presentation and communication skills
- Execute all aspects of campaign management process - campaign strategy, analysis and reporting
- Provide regular insights to clients detailing performance, campaign optimization, and new opportunities
- Be always up-to-date concerning the industry specifics and able to share knowledge with our clients

Your profile

- University degree
- Must have 3-4 years of experience in digital advertising sales
- Strong writing, presentation and pitching skills
- Strong commercial skills
- Excellent account, project management and problem-solving skills
- Ability to pre-empt issues and be pro-active in producing solutions
- Ability to work under pressure and with short deadlines
- Aptitude to build and maintain strong working relationships

What we offer:

- Fast moving company awarded also as A GREAT PLACE TO WORK®
- Competitive salary, health insurance
- Mobile phone, coupons or fuel reimbursement
- A young and dynamic workplace
- A warm and friendly environment where we work hard together but also enjoy each other's company

The candidates have a unique opportunity to work in a company with high growth rate and to advance his/her career by achieving in-depth knowledge and experience in the programmatic digital media sector. Adweb was founded in 2008 and represents leading digital Brands like Spotify, operates one of the largest programmatic marketplaces (Premium Publishers Network) and provides a complete offering in the programmatic ad buying/selling in the open web. Extensive training and support will be provided.

Please send your CV at info@adweb.gr