

## CURRENT OPENINGS | DE

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Job Title: **Account Manager**  
Department: **Sales**  
Location: **Munich, Düsseldorf and Hamburg, Germany**

## ABOUT ADCONION

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Adconion Media Group is the largest, privately held independent global audience network and intends to position next to Google and Yahoo! Dedicated to true partnerships with agencies and marketers, Adconion arms agencies with customized technology and products designed in-house while delivering massive global reach across multiple platforms through a single network. The company provides innovative products and high ROI for advertisers and competitive revenues for publishers. Adconion reaches nearly 300 million unique users worldwide; 1/3 of the total global Internet population. In the U.S. Adconion grew faster than any other network – 62.3% – in the year ending November 2008, according to comScore Media Metrix. Adconion is an international leader in evolving the ad network model to create, distribute and monetize video content via its video syndication product, AdconionTV, and branded content development and distribution arm, wholly-owned subsidiary RedLever ([www.red-lever.com](http://www.red-lever.com)).

The holding company is a UK company with corporate offices in the UK, Germany and the US. We have sales and media offices around the globe including Germany, France, Spain, Canada, the UK, the US, and Australia with more coming soon. Most recently, Adconion completed a record US\$ 80 million of funding, and acquired Frontline Direct, a US based email and database marketing specialist. We won the Investor AllStars award for 2008 “Deal Envy of the Year” in addition to being named to the Library House list of the hottest 100 private mediatech companies in Europe. Adconion is a member of the International Advertising Bureau (IAB) and a founding member of IASH Europe.

## THE POSITION: ACCOUNT MANAGER

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Are you an account professional with a flair for winning hearts and minds? Do you want to work at one of the most progressive online advertising companies? Do you love interacting with people and hyper-growth entrepreneurial environments?

Adconion is looking for a talented and motivated individual, possibly already with online advertising experience and strong analytical skills to join our team. The Account Manager will report to the assigned Sales Manager(s). He/she supports the Sales Manager in building long-term, solid relationships with agencies and direct clients by delivering superior client service and results. The Account Manager takes tactical sales and client management responsibilities from the Sales Manager, giving him/her more time for client meetings and strategic activities. The goal in the AM role is to learn client service support, online media and strong analytical skills all of which are necessary for a successful career at Adconion. In addition, the Account Manager will learn sales skills and put them into practice with their own target clients in order to prepare for the next potential career step to Sales Manager.

## KEY RESPONSIBILITIES

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- Provide proactive day-to-day communication and superior client service to Adconion’s existing clientele; be responsible for campaign implementation, management and provide custom reporting solutions.



- Respond to campaign briefs and requests for proposals (RPFs) sent by clients and prepare campaign offers for final approval by the Sales Manager.
- Accurately enter new leads, contacts and campaign information into the AMG systems.
- Provide accurate and complete trafficking instructions to the Campaign Manager and close cooperation with the Delivery Manager to ensure 100% on-time campaign implementation and delivery.
- Monitor campaign discrepancies and trouble shoot issues with AMG Campaign Management and clients.
- Create reports for clients.
- Proactively identify new leads and online campaigns and build up contacts by cold calls and via email.
- Coordinate and attend client entertainment events together with Sales Managers.
- Manage the monthly invoicing process in co-ordination with the billing department.
- Learn the essential skills of selling, client service and negotiation and gradually build up own account portfolio.

### REQUIRED SKILLS/EXPERIENCE

- Degree level education or equivalent educational background or experience.
- Bright, charismatic, inspirational with the ability to win credibility internally and externally with clients.
- Highly organized and ability to develop in-depth technical and conceptual knowledge of our proprietary ad server and its optimization mechanism.
- Strict attention to detail and ability to prioritize and to focus on multiple tasks in a high pressure environment.
- Proficient in Microsoft office suite & web browsers.
- Must be able and love to work in a strong team environment.
- Good presentation, communication and interpersonal skills with the ability to articulate and deliver messages effectively.
- Must be proficient in German and English verbal and written communication skills; additional knowledge of other languages is a plus.
- Online advertising and/or sales experience is a plus, but not essential.
- We are only able to consider applications from candidates who have permission to work in Germany

### WHAT YOU SHOULD BRING AS WELL

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The successful candidates will thrive in a competitive and fast-moving entrepreneurial business environment while adhering to high ethical standards; will exhibit confidence, empathy and intelligence in discussions with business owners and marketing executives; will devote significant off-the-job time to improving their understanding of the online advertising world; will interact in a co-operative and friendly manner with co-workers; and will perform at a consistently and high level with minimal need for supervision or management.

If you are focussed, energetic, and looking to make a difference in your next career move - genuinely excited by the opportunity to stamp your mark within this company that has ambitious plans for expansion we would like to hear from you!

Please send your resume along with a cover letter and salary requirements to [jobs-de@adconion.com](mailto:jobs-de@adconion.com).  
**Please indicate 'Account Manager' in the subject line.**

