

CURRENT OPENINGS | UK

Job Title: **Business Development Manager:Video**
Department: **Media**
Location: **London, UK**

ABOUT ADCONION

Adconion Media Group is the largest independent global audience and content network. Our team works with top-tier agencies and brand marketers around the world to develop integrated advertising campaigns that extend the value of brands online through our video, display and search marketing products. These campaigns live on our network of premium publishers and reach about one-third of the entire global Internet population every month. Adconion is dedicated to fueling growth through reinvesting in our team and our technology.

We believe in delivering targeted content and advertising to relevant audiences – and we have grown by anticipating where the industry will move. We are leading the evolution of ad networks by developing our own content monetization and ad serving platform, and we have aggressively extended our platform through acquisitions, including Frontline Direct, HiClip, RedLever, and most recently Joost.

WHAT WE ARE LOOKING FOR

We are looking for a talented and motivated individual to join our team. Successful candidates will thrive in a competitive and fast-moving business environment while adhering to high ethical standards; will exhibit confidence, energy and intelligence in discussions with business owners and executives; will devote time to improving their understanding of the online advertising world; will interact in a cooperative and friendly manner with co-workers; will be self-starters who perform at a consistent and high level; and will enjoy working hard and having fun with other members of the Adconion team.

THE POSITION: BUSINESS DEVELOPMENT MANAGER:VIDEO

Do you love cutting edge technology, online advertising and hyper-growth entrepreneurial environments? Are you interested in driving the strategy and distribution of Adconion's embedded video player? Adconion is looking for a talented and motivated individual with online video and advertising expertise and keen analytical skills to join our Media Team. The Business Development Manager:Video will report to the Director of Media, UK.

REQUIRED SKILLS/EXPERIENCE

- Bachelors degree
- Must love the phone
- 1-2 years online video experience a plus
- Highly organized, with ability to manage multiple tasks simultaneously
- Excellent negotiation skills in person and on the phone
- Highly skilled in Microsoft office suite & web browsers
- Ability to prioritize and focus, with strict attention to detail
- Must be able to work in a strong team environment
- Outstanding customer service skills



KEY RESPONSIBILITIES

- Develop the embedded player strategy
- Proactively source new website partners to install Adconion's embedded video player
- Manage supply and demand of pre roll inventory
- Analyse all media partners, optimise, renew, or cancel campaigns on a daily basis
- Regularly contact publisher/partners regarding campaign optimisation, growth strategies and opportunities.
- Train team members and share best practices
- Increase operational efficiencies

WHAT YOU SHOULD BRING AS WELL

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. You must have a degree (or equivalent) and demonstrable work experience in addition to proficiency in MS Word, PowerPoint and Excel.

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-UK@adconion.com. **Please indicate 'BUSINESS DEVELOPMENT MANAGER:VIDEO' in the subject line.**

