

## CURRENT OPENINGS | UK

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Job Title: **Delivery Manager**  
Department: **Ad Operations**  
Location: **London, UK**

## ABOUT ADCONION

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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: DELIVERY MANAGER

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Do you love solving complex problems by taking a pragmatic approach to analyzing data and leveraging available resources?

Are you interested in learning more about how online advertising and technology works at one of the most progressive online advertising companies?

Adconion is looking for a talented and motivated individual who possesses both strong and analytic communication skills. The Delivery Manager proactively manages and analyzes delivery and performance of Adconion's advertisers and publishers. The Delivery Manager is expected to provide optimization and pricing recommendations to the client service team. This individual must have (or develop) a strong understanding of internet advertising technology, as they are expected to think out-of-the-box and provide custom solutions to meet the needs of our advertisers. Success in this position is measured by 100% delivery of a campaign and increased advertising budget month-over-month. This role is a sales support role and is one of the most critical roles in the company - it is essential that the individual is able to perform under pressure.

## REQUIRED SKILLS/EXPERIENCE

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- Demonstrable online advertising experience – network experience and ad server experience preferable;
- University degree in mathematics/economics/computer science with 2+ years experience in the online marketing /ad serving industry;
- Ability to prioritise and focus, with a high level of attention to detail;



- Highly organised, with ability to manage multiple tasks simultaneously;
- Use creative thinking to help meet campaign objectives;
- Bright, charismatic, inspirational with the ability to win credibility internally;
- Good presentation, communication and interpersonal skills with the ability to articulate and deliver messages effectively;
- Ability to work in a strong and international team environment;
- Must have project management skills;
- Proficient in Microsoft office suite & web browsers;
- Proficiency in English language, additional knowledge in German and/or French preferred;
- Basic online programming and ad-server knowledge preferred;
- Able to make immediate impact and gain credibility quickly.

## KEY RESPONSIBILITIES

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- Approve all Insertion Orders and pricing along with inventory projections to the Account Managers to ensure that campaigns are successful;
- Manage final campaign setup and campaign launch by “pre-targeting” campaign across network;
- Provide optimization and pricing guidance to Client Service Team;
- Ensure full delivery of advertising campaigns by working with Account Managers, Media Buyers and Network Managers;
- Provide monthly and quarterly campaign reporting and analysis and co-present to client with the sales team;
- Work with sales team on RFP’s by leveraging both prior campaign experience and in-depth knowledge of available products and solutions;
- Provide 2nd level technical support, troubleshoot underperforming or under delivering campaigns and discrepancies;
- Support the network manager in strategic planning initiatives
- Function as the delivery expert to clients
- Determine company strategic initiatives alongside the Network Manager
- Provide feedback to product team on new functionality
- Train and develop staff in the Delivery team

## 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. 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](mailto:jobs-UK@adconion.com). **Please indicate ‘Delivery Manager’ in the subject line.**

