

CURRENT OPENINGS | UK

Job Title: **Account Executive**
Department: **Sales**
Location: **London, UK**

ABOUT ADCONION

Adconion Media Group is the largest, privately held independent global ad 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 also 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).

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. In February 2008, 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.

THE POSITION: ACCOUNT EXECUTIVE

Are you interested in solving complex problems while learning more about the exciting online media industry and the business world at one of the most progressive online advertising companies?

Adconion is looking for a talented and motivated graduates, possibly already with online advertising experience and strong analytical skills to join our team. The Account Executive will report to the assigned Account Manager. They support the Account Manager in building long-term, solid relationships with agencies and direct clients by delivering superior client service and results. The Account Executive takes tactical sales and client management responsibilities from the Account Manager, giving them more time for client meetings and strategic activities. The goal in the AE 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 executive will learn sales skills and put them into practice with their own target clients in order to prepare them for the next career step to Account Manager.

REQUIRED SKILLS/EXPERIENCE

- 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 RFPs sent by clients and prepare campaign offers for final approval by Account Manager.
- Accurately enter new leads, contacts and campaign information into the AMG systems.



- Provide accurate and complete trafficking instructions to the Campaign Manager to ensure 100% on-time campaign implementation and delivery.
- Monitor campaign discrepancies and trouble shoot issues with AMG Campaign Management and clients.
- Coordinate -and attend with Sales Managers and other Account Managers- client entertainment events and parties.
- 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.

KEY RESPONSIBILITIES

- Bright, charismatic, inspirational with the ability to win credibility internally and externally with clients.
- 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 to work in a strong team environment.
- Good presentation, communication and interpersonal skills with the ability to articulate and deliver messages effectively.
- Proficient in 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.
- Degree-level education essential.

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 'Account Executive' in the subject line.**

