

United States Jobs Expertini®

Account Executive, Advertiser Solutions (Brands and Advertisers)

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Company: PubMatic

Location: New York

Category: other-general

Company Description

PubMatic (NYSE: PUBM) is an independent technology company maximizing customer value by delivering digital advertising's supply chain of the future.

PubMatic's sell-side platform empowers the world's leading digital content creators across the open internet to control access to their inventory and increase monetization by enabling marketers to drive return on investment and reach addressable audiences across ad formats and devices. Since 2006, our infrastructure-driven approach has allowed for the efficient processing and utilization of data in real time. By delivering scalable and flexible programmatic innovation, we improve outcomes for our customers while championing a vibrant and transparent digital advertising supply chain.

Job Description

PubMatic Advertiser Solutions Account Executive is responsible for leading new advertiser relationships within the PubMatic platform as well as working with current partners to fulfill their business needs and optimize their potential for our publishers. Candidates should possess strong sales skills and have experience in managing existing clients.

The candidate should strive to exceed revenue targets through active selling, account management, program implementation and managing terms and expectations for new and existing clients.

The candidate would be required to effectively communicate at multiple levels from junior to top level executives, both internally and externally. Internally, the role requires close collaboration with the following groups: Technical Operations, Publisher Sales, Publisher Account Management, local and global Ad Solutions team members and the global Product Management teams.

What will you do?

Be an integral part of a high paced, hardworking, fun loving, global team

Grow platform spend to meet and exceed goals while continuously prospecting new business

Conduct quarterly business reviews and ongoing direct client management and entertainment

Work with advertiser partners on a daily basis while providing excellent customer service including proactive media packaging of publisher opportunities resulting in higher publisher revenue

Identify additional revenue opportunities within existing clients

Develop a strong understanding of PubMatic's technology and media solutions from an intellectual and applied perspective; communicate the value proposition to drive business growth

Build and maintain close working relationships with multiple internal departments with a strong understanding for internal cross-functional communication/collaboration

Attend industry events and conferences to network and grow your industry knowledge

What will make you stand out?

Bring pre-existing relationships with agencies and automated buying platforms

Be proactive and demonstrate a desire to engage directly with clients

Be a team player and self-starter who can thrive in a fast-paced global company

Qualifications

3+ years in sales or business development in the online industry. Relevant experience includes: publishers, ad network / sales house, SSPs, ad exchanges, DSPs and ad agencies

Knowledge of programmatic buying and selling including: pricing models, optimization tactics, audience trends and buying technologies

Proficiency in Excel with a proven ability to convey data and analysis to drive business

Strong presentation (Including PowerPoint) and negotiation skills

Flexible, start-up mindset with proven success in fast-paced environments

Compensation And Benefits

00,000 - \$115,000

In accordance with applicable law, the above salary range provided is PubMatic's reasonable estimate of the base salary for this role. The actual amount may vary, based on non-discriminatory factors such as location, experience, knowledge, skills and abilities. In addition to salary PubMatic also offers a bonus, restricted stock units and a competitive benefits package.

Additional Information

PubMatic employees throughout the globe have returned to our offices via a hybrid work schedule (3 days "in office" and 2 days "working remotely") that is intended to maximize collaboration, innovation, and productivity among teams and across functions.

Benefits: Our benefits package includes the best of what leading organizations provide such as, paid leave programs, paid holidays, healthcare, dental and vision insurance, disability and life insurance, commuter benefits, physical and financial wellness programs,

unlimited DTO in the US (that we actually require you to use!), reimbursement for mobile expenses and fully stocked pantries plus in-office catered lunches 3 days per week.

Diversity and Inclusion PubMatic is proud to be an equal opportunity employer; we don't just value diversity, we promote and celebrate it. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

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