

United States Jobs Expertini®

Sr. Account Executive

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Company: Nexxen

Location: United States

Category: other-general

Who is Nexxen (formerly Amobee, Tremor Video and Unruly)? One platform. Endless opportunities. In an ecosystem where everyone's trying to get closer – buyers to sellers, platforms to clients, brands to consumers – Nexxen bridges new opportunities in ways that others cannot. Data, service, and planning capabilities are our superpowers, enabling our clients to better reach and understand audiences across screens. We have the tools, expertise and ambition to empower our clients to take the future into their own hands. And not just our clients, but our employees too. Why join the Nexxen team? While we have a lot of technology to brag about, we win with our people. We embody the words, "I C.A.N." each day, striving to be as Innovative Committed + Collaborative Authentic as possible, with No ego. Because we care not just about closing deals and hitting metrics, but about venturing together – with our clients and our peers – beyond the status quo and celebrating along the way. What You'll Do: Nexxen has an exciting opportunity with our Enterprise sales team as a Senior Account Executive to grow our sales, evangelize the Nexxen DSP platform; and expand awareness of the Nexxen end-to-end offering to (Los Angeles) advertisers and ad agencies. This is an outstanding opportunity to have an impactful role as we continue to grow. As a Senior Account Executive, you will lead all the tactical sales and client management responsibilities of your book of business. You will be responsible for driving revenue through a combination of first-class account management and proactive selling of our true end-to-end technology solution that has a global reach with over 1 BILLION unique profiles, that is accessible across ALL CHANNELS, ALL DEVICES, and verified with advanced measurement tools powered by data intelligence. You will drive sales, ensure exceptional client

satisfaction, and build long-term, reliable relationships with agencies and direct clients by delivering superior client service and results. Each day can be different here at Nexxen, but some of the things you can expect to be doing daily are:

- Achieve fiscal and strategic goals
- Cultivate and nurture connections with marketing agencies and brands
- Oversee sales forecasting tools and reporting
- Collaborate with local Trading and Account management teams to achieve client goals by coordinating stakeholder milestones for project completion
- Communicate effectively with external partners, clients, and internal stakeholders, adapting communication style to persuade and positively influence outcomes
- Recognize business challenges that Nexxen's solutions can address.
- Innovate and implement solutions for unarticulated needs and both new and existing market requirements

Please note - We have a hybrid work model with the expectation of 2-3 days in the local office to collaborate with our amazing team.

What will I bring? 6+ years of experience in DSP platform outbound sales. Proven track record of exceeding revenue expectations. Understanding of the Adtech ecosystem including DSP, SSP, DMP, ad network, ad exchange, ad server, SEM platform, or other online advertising technology. Strong communication skills with the ability to speak with C-level clients. Established network of relationships with decision-makers at brands and advertising agencies locally and in the region. Ability to manage strategic and complicated sales cycles involving multiple internal and external teams. Accustomed to building own processes to hold yourself accountable in sales cycle. Strong team player and ability to succeed in a fast-paced, rapidly changing environment while maintaining high levels of operational rigor, digital acumen, and business excellence. Successful negotiation experience, producing impactful results. Add value to the Nexxen culture. Bachelor's degree preferred.

At Nexxen, we value our differences, varied experiences, and collective contribution. We know that not everyone takes the same career path, so if you don't match this job description perfectly, don't worry! We would rather see your application than risk missing out on your potential to make an impact.

We offer a variety of benefits including medical, dental, vision, disability insurance, 401(k), EAP, parental leave, unlimited vacation, and company-paid holidays. The specific programs and options available will vary depending on the state, start date, and employment type. Our Talent Acquisition team will be happy to answer any questions you may have. In support of pay transparency and equity, the minimum and maximum full-time annual base salary for this role in (Los Angeles) is \$120,000 - \$140,000 at the time of posting, with the potential of an incentive or bonus. While this is our reasonable expectation this is not a guarantee of compensation or salary, actual compensation is

influenced by a wide range of factors including but not limited to skill set, level of experience, education, certifications, responsibility, and geographic location. Candidates hired to work in other locations will be subject to the pay range associated with that location. We offer a variety of benefits including medical, dental, vision, disability insurance, 401(k), EAP, parental leave, unlimited vacation, and company-paid holidays. The specific programs and options available will vary depending on the state, start date, and employment type. Our Talent Acquisition team will be happy to answer any questions you may have.

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