

JOB DESCRIPTION: *Publisher Account Manager*

Job Title: Publisher Account Manager
Location: Los Angeles, California
Start Date: Immediately
Apply: Send whatever you think represents you the best - cover letters, resumes, stories, case studies, photos and/or work products – to jobs@socialreality.com

Company Description

Social Reality is a fast growing advertising technology company. Social Reality's businesses, GroupAd and the Social Reality Ad Exchange - SRAX, connects advertisers with audiences across the whole spectrum of digital media. If you're interested in working at the intersection of media, web publishing, advertising and technology at a fast, fun and energetic company, then Social Reality is the right place for you.

We're renegades and rebels and we believe that success is nothing short of doing the impossible.

Candidate Description

We only hire rock super stars. If you're not awesome, we're not interested.

This is what awesome means:

- You're the best at what you do. You've never met anyone better. And you'd bet your life on that.
- You excel at stuff outside of work. You might run marathons, volunteer like crazy, ride a motorcycle cross country, free dive, sky dive, write novels, beat video games in a single sitting, and generally be smart, motivated and driven. But you don't sacrifice work for lifestyle. You love your work so your work is supreme.
- You're fun to be around. You're interesting. You've done some really cool stuff and you like talking about it.

Job Description

The Account Manager will be responsible for growing Social Reality's business with the largest online publishers by providing exceptional sales account management. The primary duties include developing relationships with and supporting growth for its largest and most strategic online publishers and media clients.

As an Account Manager, you are responsible for high-level relationship management, new product adoption, cross-product support, and account optimizations. You will also work alongside project managers and other internal stakeholders to develop Social Reality's publisher-facing strategies and products.

Responsibilities

- ✓ Gain an in-depth knowledge of clients' businesses and organizational structures to identify and execute opportunities for existing clients.
- ✓ Participate in negotiations on the SRAX product terms and rates with C-level contacts.
- ✓ Enhance the experience of the most strategic online publishers by developing strong relationships with C-level contacts and by providing exceptional client services.
- ✓ Analyze revenue trends and initiate performance optimizations.
- ✓ Understand and manage client expectations throughout all phases of the sales cycle. Actively solicit customer feedback and work with Product Management to communicate customer needs, enhancements, and priorities.
- ✓ Monitor industry trends, competitive landscape, and identify risks to the business, taking preemptive action to mitigate. Contribute to the growth and strategic direction of Social Reality's products and services.

Qualifications

Minimum Qualifications:

- ✓ 2 years of experience in the online advertising industry specific to ad serving or yield optimization.
- ✓ 1 year of experience in a client facing or sales position.

Preferred Qualifications

- ✓ Media-oriented enterprise platform sales experience with a strong background in online sales, and industry publisher experience and exposure.
- ✓ Proven success in business development, client relationship and servicing skills.
- ✓ Deep knowledge in online ad serving technology or yield management.
- ✓ Demonstrated success at working with cross-functional teams and building strong relationships across departments.