



Looking for a fast-paced, exhilarating work environment? Think AdKarma. We are looking to hire full-time Account Executives for our Columbia, MO office. We offer a competitive salary, attractive benefits, an exciting atmosphere and opportunities for advancement.

Account Executives for the AdKarma Columbia office are responsible for building and managing ongoing advertiser and Ad agency relationships related to AdKarma's private marketplace. Core responsibilities include, but are not limited to, recognizing opportunities with various websites through prospecting and communicating with the appropriate contact to work through the sales process from start to finish, building strong relationships with online publishers and advertising networks to ensure long-term account success, face to face meetings with potential clients and ongoing clients in the New York area, developing and managing online publishers' advertising inventory ensuring clients' goals and requests are met, communicating industry expertise and advising clients on new opportunities and how to generate revenue results, working with AdKarma's internal team of Site Manager's on ad network optimizations to ensure client satisfaction, and additional responsibilities as assigned.

**Core Responsibilities:**

- Recognize opportunities with various websites through prospecting and communicate with the appropriate contact to work through the sales process from start to finish
- Build strong relationships with online publishers and advertising networks to ensure long-term account success
- Develop and manage online publishers' advertising inventory ensuring clients' goals and requests are met
- Communicate industry expertise and advise clients on new opportunities and how to generate revenue results
- Work with AdKarma's internal team of site managers on ad network optimizations to ensure client satisfaction

**Perks of being an AdKarmian:**

- Phenomenal commission structure
- Free snacks & goodies
- Awesome company athletic teams
- Bonus compensation opportunities
- Company parties
- Great ways to help people through community involvement

**Requirements:**

- Bachelor's Degree – Journalism or Business preferred
- Sales mentality and strong negotiation, communication and writing skills
- Experience using Microsoft Office suite (Excel, Word, PowerPoint, Outlook, etc.)
- Ability to work independently and collaboratively in a team environment
- Adaptability and eagerness to learn new products and technology

**About AdKarma:**

AdKarma was recently ranked the 217<sup>th</sup> fastest growing company in America according to Inc. Magazine. AdKarma is a leading digital advertising company that offers yield optimization services for online publishers. AdKarma works with the web's largest publishers and publishing groups and dozens of the industry's leading advertising networks and agencies.