



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

Account Executives for the AdKarma New York 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 advertisers through prospecting and communicating with the appropriate contact to work through the sales process from start to finish, building strong relationships with agencies and programmatic buyers to ensure long-term account success, face to face meetings with potential clients and ongoing clients in the New York area, communicating industry expertise and advising clients on new opportunities and how to generate revenue results, working with AdKarma's internal team of Campaign Managers on account operations to ensure client satisfaction, and additional responsibilities as assigned.

Core Responsibilities:

- Recognize opportunities with various ad agencies or advertisers through prospecting and communicate with the appropriate contact to work through the sales process from start to finish
- Build strong relationships with ad agencies and advertisers
- Develop and manage campaigns across AdKarma 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 campaign managers on account operations to ensure client satisfaction

Perks of being an AdKarmian:

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

Requirements:

- Bachelor's Degree
- 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 217th 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.