



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

**About the Role:**

Our Site Managers are smart, detail-oriented, reliable and driven by results. They are responsible for building and managing ongoing digital advertising network relationships, while working with the Account Executive team to ensure the publisher's goals are being met. Successful candidates will be: career minded, highly motivated, numbers driven, and sales & customer service oriented. Applicants must be excellent communicators, have a strong work ethic, be extremely organized and the ability to multi-task. This position is a full-time paid position with room for advancement; compensation includes a strong base salary and the opportunity for healthy commission.

**Core Responsibilities:**

- Identify opportunities to increase revenue for our publisher partners through network optimization
- Build strong relationships with advertising networks to ensure long-term client success
- Negotiate with advertising networks to increase rates and spend levels
- Share expertise and advise ad networks on new offerings and how to generate greater spend
- Travel to meet with advertising networks as needed
- Problem solve various technical issues with the assistance of the ad operations team

**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
- Persistence and drive to see projects through completion
- Strong Communication and writing skills
- Experience using Microsoft Office suite (Excel, Word, PowerPoint, Outlook, etc.)
- Willingness to travel to build advertising network relationships
- Ability to work independently and collaboratively in a team environment

**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.

Please contact me with any questions you may have.