

Online Advertising Account Manager

Company:

Matomy Media is a global display advertising company

Founded in 2006 as XTEND, recently rebranded Matomy Media is a global display advertising company that covers the digital marketplace from all angles – display media, mobile, and social, as well as search marketing, and provides high-performing media to meet wide-ranging marketing objectives for advertisers and optimized monetization for publishers. With a fresh-thinking approach to enhancing the user experience and an advanced technology-based infrastructure, we bring you results that matter.

Reports to:

Director of Publisher Key Accounts

Job Description:

The publisher account manager will look forward to manage and develop publisher's accounts. The account manager would be a consultant for publishers and will advise them to increase their performance and results. Management team is responsible for retention of the company's media assets, and developing business relationships with online publishers. The job vacancy will be based in our Mexican offices at Newton 53 -8, 2º piso, Polanco 11550 - México D.F.

Main Responsibilities:

1. Establish, develop and maintain relationships with online publishers, and proactively seek new advertising opportunities.
2. Negotiate and evaluate online marketing proposals
3. Maximize profits and revenues

Requirements:

- BA Degree (Business management / Economics an advantage).
- Bilingual English / Spanish
- Experience in International Online Marketing or Online Sales – an advantage
- High Computer & Internet Skills
- Excellent Oral and Written Communication Skills
- Negotiation skills

Qualifications

- Enthusiastic, highly motivated individual with a serious work ethic
- Proactivity; ability to work independently; tenacious; goal-oriented
- Ability to meet and exceed individual sales targets on a consistent basis.
- High motivation and dedication
- Ability to learn and work under pressure

Contact

If you think that your profile matches these vacancy requirements, please, feel free to send us an email explaining us why would you like to join **MATOMY Media Team** and what are your expectations. Do not forget to attached your **CV in English**, and send all this information to: gorka.a@matomy.com and/or mark.a@matomy.com