

# DIVISION-D

## JOIN OUR TEAM

### ACCOUNT MANAGER

If you are looking for a unique and exciting opportunity representing Fortune 500 companies in a rapidly growing market, a position at Division D is right for you! We're looking to hire full time digital media Account Managers. We offer a competitive salary, uncapped commission, attractive benefits and an exhilarating work environment.

#### ABOUT THE ROLE:

Our digital media Account Managers are smart, detail-oriented, reliable and driven by results. They are responsible for building and managing ongoing publisher partnerships, while working with the account executive team to optimize and maintain advertiser campaigns. Successful candidates will be: detail oriented, highly motivated, numbers driven, and sales & customer service oriented. Applicants must have a strong work ethic, be able to think outside of the box and have 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:

- Negotiate online media space and manage online campaigns
- Analyze performance data and optimize campaigns to successfully meet and exceed client performance expectations
- Build strong relationships with publishers
- Share expertise and advise team on new campaign ideas and how to generate results
- Work with sales team on campaign optimizations to ensure client satisfaction
- Introduce and sell new, custom ad units to publishers

#### REQUIREMENTS:

- Bachelor's Degree – Journalism and Business preferred
- 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

#### BENEFITS

- Base salary plus an aggressive, consistent and stable commission plan with no cap
- Company Health Insurance Plan
- The best training program in the industry that focuses exclusively on proven best practices.
- A fun, young work environment that encourages and rewards growth and performance.
- Opportunities for advancement

#### ABOUT DIVISION-D:

Division-D is a leading online advertising network and a digital media buying agency. We connect high quality, brand-name publishers with Fortune 500 advertisers.

We are interested in filling this position right away and will start conducting interviews immediately. Please email your résumé, cover letter and available times that you can interview. Please contact us with any questions you may have or to setup an interview.

Division-D Recruitment Team  
573-445-3083 [careers@divisiond.com](mailto:careers@divisiond.com)