

ACCOUNT MANAGER, SALES



XUMO seeks to delight users by connecting them to great content that speaks to the TV fan in all of us. Building a personalized television experience based on our intelligent, in-house recommendations engine, allows XUMO to bring premium content from the world of news, sports, entertainment and pop culture, direct to the user on their terms. XUMO has developed a brand-new way for consumers to enjoy the television they love, and for content owners to stream live or on-demand content right into their fans' households. The first software-based TV platform, XUMO has successfully combined live TV and video-on-demand into one, easy-to-use experience that is free to access, stream and use. XUMO is available on multiple streaming platforms including LG, VIZIO, Panasonic and Samsung smart TVs, Roku and mobile devices.

The New York based Account Manager role is a strategic partner to the Sales team. This position plays a key role in ensuring campaign success & communicating key campaign learnings to better support our clients. This individual will have a passion for data, streaming video, process, and customer service. This position requires strong communication skills and excellent attention to detail, in a fast paced hyper growth environment. Support advertiser success & learnings via the XUMO platform, in partnership with Sales, Marketing, and Operations.

Account Managers at XUMO are involved in each step of launch, execution & post-sales from client launches to billing.

Responsibilities include:

- Serve as the lead day-to-day POC for advertiser/ad agency relationships on campaign management
- Draft and execute RFP's under deadline pressure ensuring best practices are followed
- Pro-actively manage campaign renewal and up-sell opportunities for all active client's
- Partner closely with Ad Ops on campaign activations & optimizations
- Frequent monitoring & reporting campaigns status to key stakeholders – including external and internal campaign updates, recaps & useful insights, screen grabs, and video captures.
- Ensure on time & ease of launch for clients for all product offerings
- Provide regularly scheduled communications and campaign updates with clients and internal stakeholders
- Be comfortable presenting insights, data & campaign metrics during client meetings and/or QBRs
- Develop a keen understanding of how XUMO's ad products will deliver value in support of the clients advertising goals.
- Support XUMO billing efforts for our clients from invoice to payout

Experience/Qualifications

- 3-5 years' experience in account management/client services at a media agency, media publisher, or ad tech platform
- Experience in video advertising with a premium publisher, agency, or Ad Tech Platform
- Experience in Programmatic video executions and workflows.
- Reporting intelligence with Adjuster, Salesforce, Excel, & PowerPoint

- Strong desire for collaboration, creative brainstorming and proactive client engagement
- Familiar with commercial digital ad serving tools for video
- Analytical, project management, deadline-drive, and process-oriented personality
- Hustler, comfortable working in fast-paced, growing environment
- Bachelor's degree or equivalent

