



Account Executive

(1-2 years experience)

Remote

Reporting to Director, Sales

Scoota is the leader in truly programmatic high-impact. Our next-generation full-stack platform has been built with truly expressive creativity at its heart, yet introduces new approaches to automated distribution, brand safety and transparency, removing the worry from online advertising, opening up incredible opportunities from OOH, mobile, desktop and beyond.

Overall Responsibilities:

As Account Executive, you are responsible for selling Scoota products into media agencies & advertising brands in order to grow revenue and achieve quarterly targets.

What you'll do:

- Win, manage, maintain and grow the revenue stream for a dedicated territory within the media landscape.
- Showcase ability to secure client meetings to push forward partnership conversations.
- Work closely with the Senior Sales team to grow and develop the relationships within your territory.
- You will work across the full Scoota portfolio products including Display, Video, Mobile, DOOH & CTV, matching client needs to product features.
- Present authoritatively about the broader technology solutions and capabilities of Scoota, using relevant members of the team as required.
- Organize and execute a relevant service level for each of your clients that include calls, meetings, presentations, QBR and entertainment.
- Use Salesforce to manage your sales pipeline and give the Scoota management team the most accurate possible view of your revenue potential.
- Produce a quarterly account plan to present to your Sales Director and execute over the quarter.
- Work effectively with Project Management, Advertising Operations and the Design Team to ensure we deliver the most effective campaigns in the most efficient manner.

What you need:

- Minimum 2 years of relevant experience in the programmatic market, preferably with Display/Video knowledge
- You are experienced in building relationships with both internal and external stakeholders

- You are highly organized and a focused multi-tasker with strong attention to detail
- You are able to creatively and strategically sell, with strong analytical and project management skills
- Sales background preferable, or a very commercial Account Manager
- Strong book of contacts within media agencies or brands direct
- A solid understanding of online advertising technologies, DSPs, and the online video market
- Basic understanding of DOOH trends, landscape and propositions in market
- An ability to work autonomously and the ability to articulate and confidently present our proposition to market
- A personable, positive and friendly demeanor

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