

POSITION TITLE: ACCOUNT EXECUTIVE, ADVANCED TV SALES

LOCATION: CHICAGO, IL OR NEW YORK, NY

About the Role

The Account Executive, Advanced TV-Sales supports our Advanced TV practice in New York or Chicago with the primary purpose of driving sales & usage of our Advanced TV product set among advertisers and agencies on both a managed service, self-service & SAAS basis. This position reports to the GM, Advanced TV Sales in NY.

Job Responsibilities

- Evangelize the sales effort for Advanced TV across TV agency teams & direct advertisers via direct outreach, prospecting and pipeline management AND in partnership with Strategic Account Directors and regional sales leads
- Drive the process from prospecting, RFP, RFI & platform proposal creation to closing deals and delivering posting/strategic reporting and specialized measurement.
- Develop clear and actionable strategic and tactical that aligns our market opportunities with our GTM strategies. Work closely with the GM, Strategic Account Directors and Regional Account teams to align your sales plan with theirs.
- Achieve sales goals for Advanced TV
- Faithfully represent our core values:
 - Act With Integrity: Stay true and honest to the beliefs and principles we hold.
 - Have A Bias For Action: Go the extra mile and be passionate about your work.
 - Cultivate Creativity: Be curious, open-minded and look for innovative solutions.
 - Take Accountability: It's better to be a hand-raiser than a finger pointer.

Core Competencies

- Ability to navigate large TV agencies & client teams
- Must have TV knowledge, either agency or TV sales
- Able to strategically position Videology solutions and frame opportunities for our customers.
- Able to comprehend and distill complex concepts and products to essential themes.
- Brings disciplined commercial management and operational expertise.
- Strong commercial writing and proposal/presentation development skills.
- Strong negotiator. Knows how to retain business at favorable terms.
- History of achieving revenue targets and driving growth.
- Strong strategic account management skills in terms of relationship management and creating strategic alignment with customer.
- Process oriented and creates organizational discipline.

About Videology

Videology (videologygroup.com) is a leading software provider for converged TV and video advertising. By simplifying big data, we empower marketers and media companies to make smarter advertising decisions to fully harness the value of their audience across screens. Our math and science-based technology enables our customers to manage, measure and optimize digital video and TV advertising to achieve the best results in the converging media landscape.

Videology, Inc., is a privately-held, venture-backed company, whose investors include Catalyst Investors, Comcast Ventures, NEA, Pinnacle Ventures, and Valhalla Partners. Videology is headquartered in New York, NY, with key offices in Baltimore, Austin, Toronto, London, Paris, Madrid, Singapore, Sydney, Tokyo and sales teams across North America.

Resume Submission

Please submit your resume to careers@videologygroup.com and denote the position title and location of the job you are applying for in the email subject line.