

Account Executive, Mobile Gaming

[Apply Now](#)

Company: Prodege

Location: United Kingdom

Category: other-general

The **Account Executive, Mobile Gaming** role is responsible for leading with vision in strategic initiatives, optimizing team performance against sales objectives, and contributing to the product development lifecycle with actionable market intelligence—three pillars that are crucial for sustaining growth and competitive advantage in the digital advertising market.

Prodege:

A cutting-edge marketing and consumer insights platform, Prodege has charted a course of innovation in the evolving technology landscape by helping leading brands, marketers, and agencies uncover the answers to their business questions, acquire new customers, increase revenue, and drive brand loyalty & product adoption. Bolstered by a major investment by Great Hill Partners in Q4 and strategic acquisitions of Pollfish, BitBurst & AdGate Media in , Prodege looks forward to more growth and innovation to empower our partners to gather meaningful, rich insights and better market to their target audiences.

As an organization, we go the extra mile to “Create Rewarding Moments” every day for our partners, consumers, and team. Come join us today!

Primary Objectives:

Sales and Revenue Growth

Relationship Management

Strategic Planning and Management

Market and Product Development Feedback

Qualifications -To perform this job successfully, an individual must be able to perform each job duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Detailed Job Duties:

Responsible for driving all aspects of the company's digital display advertising business, including strategic planning, product development, team building, client prospecting, pricing, forecasting, budgeting, sales process management and creation of meaningful long-term relationships with agencies and direct advertising clients.

Focus on selling exchange and/or network display.

Accountable for achieving and surpassing seven-figure annual quotas in a fast-paced environment.

Prospect, partner, penetrate and build relationships effectively with top display and brand agencies.

Proactively provide marketplace feedback and competitive intelligence to internal groups to improve and enhance product offerings.

Maximize the performance and contribution of the team through mentoring, professional and best practice development, and leading by example.

What does SUCCESS look like?

An Account Executive, Mobile Gaming thrives by consistently meeting or surpassing challenging sales quotas, demonstrating expertise across various advertising formats such as display, video, and mobile. Parallel to driving sales growth, an Account Executive with Mobile Gaming focus excels by cultivating a robust network, nurturing long-term partnerships with agencies and clients, and broadening the company's market share through strategic client prospecting and penetration. Their proficiency also extends to providing vital product development feedback gleaned from market intelligence, ensuring the company's offerings stay competitively relevant and tailored to evolving client needs. In essence, success is a blend of tangible sales achievements and the intangible art of relationship and strategic business management.

The MUST Haves:

Must have at least 2 years experience selling digital display.

Must have mobile gaming preferred.

Extensive track record of achievement in all types of digital advertising sales, including display, video, mobile and custom formats.

Strong account management and relationship building experience.

Possess strong and deep agency and direct client relationships.

Ability to build, scale and manage online digital display advertising business.

Possess deep understanding of agency planning and buying process.

Must have strong agency rolodex.

Process oriented and innovative while effectively balancing short term and long term business needs.

Commanding presence with ability to motivate, energize, and lead to success.

Significant people and organizational management skills. A natural leader and mentor.

Strong analytical aptitude and results oriented with great attention to detail.

Excellent communication skills (written, verbal, presentation, large audience, small-team, one-to-one).

The Nice to Haves:

Bachelor's Degree in marketing or business administration is preferred.

[Apply Now](#)

Cross References and Citations:

1. [Account Executive, Mobile Gaming Healthybird Jobs United KingdomHealthybird](#) ↗
2. [Account Executive, Mobile Gaming Videographerjobs Jobs United Kingdom](#)

Videographerjobs ↗

3. Account Executive, Mobile Gaming Lahorejobs Jobs United KingdomLahorejobs ↗

4. Account Executive, Mobile Gaming MontrealjobsJobs United KingdomMontrealjobs↗

5. Account Executive, Mobile Gaming Directorjobs Jobs United KingdomDirectorjobs ↗

6. Account Executive, Mobile Gaming PortugaljobsJobs United KingdomPortugaljobs↗

7. Account Executive, Mobile Gaming EcuadorjobsJobs United KingdomEcuadorjobs↗

8. Account Executive, Mobile Gaming ZoologyjobsJobs United KingdomZoologyjobs ↗

9. Account Executive, Mobile Gaming Iraqjobs Jobs United KingdomIraqjobs ↗

10. Account Executive, Mobile GamingEgyptjobs Jobs United KingdomEgyptjobs ↗

**11. Account Executive, Mobile GamingBarcelonajobs Jobs United Kingdom
Barcelonajobs ↗**

**12. Account Executive, Mobile GamingArchaeologyjobsJobs United Kingdom
Archaeologyjobs↗**

13. Account Executive, Mobile GamingRepairjobsJobs United KingdomRepairjobs↗

**14. Account Executive, Mobile GamingFindfulltimejobs Jobs United Kingdom
Findfulltimejobs ↗**

**15. Account Executive, Mobile GamingCanadajobsearch Jobs United Kingdom
Canadajobsearch ↗**

16. Account Executive, Mobile GamingMunichjobs Jobs United KingdomMunichjobs ↗

**17. Account Executive, Mobile GamingAutomobilejobs Jobs United Kingdom
Automobilejobs ↗**

**18. Account Executive, Mobile GamingAppdeveloperjobs Jobs United Kingdom
Appdeveloperjobs ↗**

19. Account executive, mobile gaming Jobs United kingdom ↗

20. AMP Version of Account executive, mobile gaming ↗

21. Account executive, mobile gaming United kingdom Jobs ↗

22. Account executive, mobile gaming Jobs United kingdom ↗

23. Account executive, mobile gaming Job Search ↗

24. Account executive, mobile gaming Search ↗

25. Account executive, mobile gaming Find Jobs ↗

prodege-72744d9a67/

Generated on: 2024-05-03 by [Expertini.Com](https://www.expertini.com)