



## **Realtime Agency – Account Manager**

### **Introducing Realtime**

Realtime Agency is a global, full funnel digital advertising agency. We are positioned in the market as the go to agency solution for the 'Privacy age'. We have special labs teams leading in measurement (with MMM), Audience, Performance Creative and Marketing Analytics as well as all the traditional media buying teams in Programmatic, Google, Social, Affiliates, SEO, Influencer Marketing, and product feed management.

We help businesses transform their digital buying processes to drive cost efficiency and significant growth by providing a unique, data and audience-driven approach to digital buying.

We support clients in the B2B, DTC space in verticals across retail/ecommerce, healthcare, entertainment, financial/fintech, publications and much more!

An independent agency based in the U.K. but with a global footprint, our company has grown to more than 60 Realtimers in Denver (Colorado), DC, London and Manila since our founding in 2018.

As Realtime continues to expand into the leading edge of digital advertising – everything from programmatic linear television, to CTV and podcasts, to conversational commerce on social channels – we are looking to expand our team ahead of what we aim to be our most productive year ever in 2022.

As a services company, we are focused on our people. We introduced a Culture coordinator in 2021 to ensure the fun, wellbeing and development of every individual was supported.

Build your future with Realtime and progress down a path that brings you the most happiness and success!

### **What does RTA offer?**

- People first Culture
- Growth company - We are positioned well in the market as leaders in 'the privacy age'



- Great culture – in the last year we increased our staff happiness by 20%, we have a culture coordinator, team events, learning opportunities and trainings, company mid-year kick off, individual awards, Class Pass and much more.
- We're a global company – international work and travel opportunities
- Learn all digital – programmatic, Google, Influencer, SEO, Affiliate marketing to really understand the full marketing mix – allowing you to go on and excel as a fully rounded digital leader
- Be in the mix of industry change and trends – learn how we have pivoted into the privacy age and our plans for moving into next wave of web3.0 and Metaverse.
- Fast progression routes as the company continues to rapidly grow.
- An Excellent Bonus scheme!
- A fun, friendly working environment!

## **Who We're Looking For**

Realtimers are ambitious, data-driven, and hungry to test the limits of our advertising platforms while finding unique solutions to complex problems. As we expand our client roster, we are looking for highly motivated teammates to lead our client teams, manage campaign execution, and build relationships within some of the largest companies in the world.

We are looking for individuals that demonstrate a comprehensive knowledge of one or more advertising platforms, a strong understanding of how to build and execute campaigns, and an aptitude for working both internally with RTA's product teams as well as externally with clients.

## **Account Manager Responsibilities**

- Oversee the planning, execution, optimization and reporting of large-scale paid campaigns across multiple platforms, targeting client KPIs.
- Manage the client communications within key accounts, build relationships with decision makers, and present the strategic vision and current performance on regular client meetings.

- Responsible for driving new ideas and execution to improve performance of campaigns including account structure, bid strategy, creative, ad copy, keyword expansion, audience management, landing page optimization.
- Support a team responsible for the placement, optimization, testing, and execution of complex campaigns.
- Work closely with the creative and reporting teams to drive data-backed innovation and strategy.
- Stay at the forefront of industry innovation and best practices, learn and grow your knowledge and bring new findings and ideas to clients and internal teams.

## **Qualifications**

- Degree in business, math, marketing, engineering, science or similar.
- 3+ years of paid advertising experience (agency experience preferable).
- Proven track record of success with advertising campaigns.
- Demonstrated ability to manage multiple accounts and projects simultaneously to meet objectives/key deadlines.
- Experience with website and lead analytics (UTM tagging, Social Ad publishing tools such as Sprinklr or Kenshoo, Salesforce, Google Analytics,).
- Ad platform certifications (Facebook Blueprint, Google Ads, DSP-specific certifications).
- Outstanding data handling and analytical skills.
- Excellent written and verbal communication skills.
- Well-organized and flexible; able to move from project to project without delay.
- A passion for Digital Marketing and learning!