



Realtime Agency – Account Manager – \$80k - \$100k + 25% OTE Bonus

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!

Account Manager responsibilities

- Build relationships with client budget owners to ensure Realtime Agency are in the position to expand and maximize opportunities.
- Grow and develop accounts organically on channels such as search and social but also introduce new channels to the marketing mix and open up new business units spends at existing clients.
- Develop processes/structure/services to add value to our existing clients and ensure client experience with RTA is best in class.
- Design, manage and execute large-scale paid Search and Social (Facebook, Instagram, Twitter) and Google campaigns - Google Adwords will include all their products such as Youtube, GDN, Gmail and Search.
- Drive new ideas and execution to improve performance of SEM campaigns including account structure, bid strategy, ad copy, keyword expansion, landing page optimization
- Execute tests, collect and analyze data, identify trends and insights to maximize paid search and paid social performance
- Collaborate with other marketing teams to create unified, cross-channel campaigns
- Track, report and analyze website analytics, PPC and Social initiatives and campaigns
- Manage campaign expenses, staying on budget, estimating monthly costs and reconciling discrepancies



- Identify and present new opportunities/areas of growth that will help continue the development of the paid search channel

Qualifications

- At least 2 years experience of Paid Search and at least 2 years experience of other paid digital platforms
- Proven track record of success with search/display/Youtube campaigns.
- Demonstrated ability to manage multiple accounts and projects simultaneously to meet objectives/key deadlines.
- Experience with website and lead analytics (UTM tagging, Google Tag Manager, Salesforce, Google Analytics, Tableau).
- Google certification (Fundamentals), Analytics and Adwords Certifications a plus.
- Outstanding data handling and analytical skills.
- Excellent written and verbal communication skills.
- Working knowledge of Microsoft office products, especially PowerPoint and Excel.
- Well-organized and flexible; able to move from project to project without delay.
- Ability to work independently and as a member of a team.
- A passion for Digital Marketing and learning!
- Strong analytical skills and experience generating SEM reports.