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# Example of Advertising Account Manager Job Description

Our company is growing rapidly and is looking for an advertising account manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for advertising account manager

* Maintains clear and consistent communication with Director of Advertising Sales and VP of Advertising Sales regarding sales performances and market trends
* Significant revenue growth from syndicated upsell –BDAMs should be working the full Passport upsell agenda
* Work collaboratively with internal stakeholders (retail, marketing, editorial and PR)
* Utilize technical proficiency in various programs to support the sales team
* Build solid relationships with advertising agencies and clients, displaying a dedication to delivering first-class service and online advertising solutions for Display and Search
* Utilize your strong project management skills to oversee the end-to-end management of campaign workflow, liaising with key internal and external stakeholders to drive flawless campaign execution and success
* Troubleshoot any technical or implementation issues, collaborating with internal teams to develop quick and sound solutions
* Serve as a source of market intelligence for other areas of the Display Advertising team (e.g., product development, product marketing, pricing) and assist in the development of best practices and operational efficiencies
* Source new leads and identify new business opportunities by client meeting during exhibitions or office visit
* Maintain proper sales reporting and records with company system like CRM, AMS

## Qualifications for advertising account manager

* Passion for entertainment, digital and gaming space
* Strong respect for team environment
* Develop strong ideas that help clients meet their goals
* Proven leadership and ability to help up-level team members
* 1-2 years of account management experience, digital experience preferred
* Bachelor’s Degree in Business, Marketing, Advertising or a related field preferred