



## Partnership Development Manager

Reporting to VP, Commercial Partnerships

Scoota is the leader in Automated Digital Branding. Our next-generation full-stack platform has been built with truly expressive creativity at its heart, yet introduces new approaches to automated distribution, brand safety and transparency, removing the worry from online advertising, opening up incredible opportunities from OOH, mobile, desktop and beyond.

### *Overall Responsibilities:*

As Partnership Development Manager, you are responsible for selling Scoota products into media agencies & advertising brands in order to grow revenue and achieve quarterly targets.

### *What you'll do:*

- Win, manage, maintain and grow the revenue stream for a dedicated patch or territory within the media landscape
- Showcase ability to get client-direct meetings to push forward partnership conversations
- Work closely with the Senior Commercial team to grow and develop the relationships within your agency patch or territory
- You will work across the full Scoota portfolio products including Display, Video, Mobile, DOOH & CTV, matching client needs to product features
- Help drive both managed & self-service revenue
- Talk authoritatively about the broader technology solutions and capabilities of Scoota, using relevant members of the team as required
- Use Salesforce to manage your sales pipeline and give the Scoota management team the most accurate possible view of your quarterly revenue potential
- Produce quarterly account plan to present to Commercial Director and execute over the quarter.
- Work effectively with Project Management, Advertising Operations and the Design Team to ensure we deliver the most effective campaigns in the most efficient manner
- Work across all relevant touch points to develop and expand your contact base
- Organise and execute a relevant service level for each of your clients that include calls, meetings, presentations, QBR's and entertainment

### *What you need:*

- Minimum 2 years of relevant experience in the programmatic market, preferably with Display/Video knowledge
- Sales background preferable, or a very commercial account manager
- Strong book of contacts within media agencies or brands direct
- A solid understanding of online advertising technologies, DSPs, and the online video market
- Basic understanding of DOOH trends, landscape and propositions in market
- You are experienced in building relationships with both internal and external business partners
- You are highly organized and focused multi-tasker with strong attention to detail
- You are able to creatively and strategically sell, with strong analytical and project management skills
- An ability to work autonomously and the ability to articulate and confidently present our proposition to market
- A personable, positive and friendly demeanor

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