

Account Executive

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Company: Snap Inc.

Location: Copenhagen

Category: other-general

is a technology company. We believe the camera presents the greatest opportunity to improve the way people live and communicate. Snap contributes to human progress by empowering people to express themselves, live in the moment, learn about the world, and have fun together. The Company's three core products are, a visual messaging app that enhances your relationships with friends, family, and the world;; an augmented reality platform that powers AR across Snapchat and other services; and its AR glasses,.

We are looking for an Account Executive to join Team Snapchat!

What you'll do:

The candidate enjoys new business development and has a strong and proven understanding of online marketing

Build, drive and own c-level relationships.

Own and be accountable for quarterly and annual revenue goals, pipeline management and growth of your key accounts

Build and manage partnerships with big local Danish companies and export advertisers from our Sales Office in Copenhagen.

Own and be accountable for quarterly and annual revenue goals, pipeline management and growth of your key accounts

Identify, prioritize, and secure business opportunities from clients in relevant vertical

Develop metrics to measure the growth and performance of accounts and provide reports as needed

Analyze campaign performance statistics and recommend performance enhancements

Articulate and update clients on Snapchat products and developments

Develop and implement best practices for client interaction, sales, and services

Define the overall approach for specific territories, regions, develop work plans, and create compelling sales propositions utilizing internal and external data

Create persuasive sales presentations using market trends and case studies

Ensure that our clients receive the highest level of sales and operational customer service

Partner with other cross-functional teams on structuring and executing operational and strategic initiatives

Develop strategic insights, highlight opportunities, and provide basic reporting on performance to clients through quarterly business reviews and joint business plans

Be responsible for educating clients and agencies on best practices

Knowledge, Skills & Abilities:

Strong sales instinct, and a go-getter mentality

Ability to build, drive and own c-level relationships.

Experience working with performance focused products on digital platforms, e.g. dynamic product ads, CAPI integrations, conversion lift testing

In-depth knowledge of digital measurement frameworks, e.g. 3P tracking & attribution, 1P tracking + incrementality

Experience working with ads API partners, such as Smartly and Kargo

Ability to perform well in a highly dynamic, rapidly changing environment

Excellent communication and presentation skills

Ability to engage and partner with C-Level executives

Ability to win the support of key stakeholders

Proven track record of reaching and exceeding sales goals

Creative, outside-the-box thinker, and strategist

Minimum Qualifications:

English fluency is required, while Danish is preferred

6+ years of marketing, brand advertising, media sales, and/or online advertising experience

Experience working on DR/performance media campaigns across web/app and working with product based dynamic ads

Passion for onboarding new clients

Preferred Qualifications:

Someone with extensive knowledge of the Danish online ad market and an existing network of clients and agency contacts

Experience with Danish companies with export potential

Strong existing relationships with senior marketing executives

Passion for Snap Inc. products and marketing.

A proven track record of reaching and exceeding sales and commercial goals, and achieving success within a highly dynamic, rapidly changing environment

A team-first approach and commitment to developing the skills and careers of less experienced team members

Default Together Policy at Snap: At Snap Inc. we believe that being together in person helps us build our culture faster, reinforce our values, and serve our community, customers and partners better through dynamic collaboration. To reflect this, we practice a “default together” approach and expect our team members to work in an office at least 4+ days per week. At Snap, we believe that having a team of diverse backgrounds and voices working together will enable us to create innovative products that improve the way people live and

communicate. Snap is proud to be an equal opportunity employer, and committed to providing employment opportunities regardless of race, religious creed, color, national origin, ancestry, physical disability, mental disability, medical condition, genetic information, marital status, sex, gender, gender identity, gender expression, pregnancy, childbirth and breastfeeding, age, sexual orientation, military or veteran status, or any other protected classification, in accordance with applicable federal, state, and local laws. EOE, including disability/vets. If you have a disability or special need that requires accommodation, please don't be shy and contact us at .

: Snap Inc. is its own community, so we've got your back! We do our best to make sure you and your loved ones have everything you need to be happy and healthy, on your own terms. Our benefits are built around your needs and include paid parental leave, comprehensive medical coverage, emotional and mental health support programs, and compensation packages that let you share in Snap's long-term success!

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