

Advertising Account Manager

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Company: Taboola

Location: Tel Aviv-Yafo

Category: other-general

Curious about what it's like to work at the world's number 1 discovery platform as an **Advertiser Account Manager**?

We're glad you asked!â

We are looking for an all-star **Account Managet**o join our Tel Aviv team. This person will be directly responsible for managing a book of business and identifying upsell /optimization opportunities at scale. The ideal candidate will be entrepreneurial, analytical and have strong relationship management skills and a team player.

At Taboola, we currently work in a **hybrid work model** giving employees the flexibility to work from home a few days a week. We have offices in Ramat Gan and Beer Sheva and are looking to grow to additional locations such as Jerusalem, where our Taboolars have the opportunity to meet their teammates, connect with other teams and socialize with friends.

What are some of the things you do on a day-to-day basis?

Work closely with top ENT brands and agencies in the IL domestic market

Assist clients in reaching their business KPIs

Identify growth opportunities at scale

Grow revenue for large book of accounts

Monitor content and video campaigns performance and conduct weekly and quarterly calls to help clients with campaign strategy & optimization

Work closely with the Product, Marketing and Support organizations to drive revenue and

increase customer satisfaction

Troubleshoot and resolve issues in a timely manner

Identify opportunities to improve products and the customer experience

What are the skills a good Advertiser Account Manager needs to have?

4-5 years of professional experience (client-facing in the digital media /online publisher space preferred)

Outstanding relationship management and customer service skills

Strong technical skills for multiple platform management

Analytical abilities to draw conclusions, generate insights, and enhance performance

Ability to effectively prioritize and manage tasks within a fast-paced environment

Demonstrated ability to work and collaborate within a high-performing team

Self-motivated, entrepreneurial, and comfortable dealing with ambiguity

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