



Phone :

Web :

Job Summary

Vacancy :

Deadline : Jul 04, 2024

Published : Jun 04, 2024

Employment Status : Remote

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

We are looking for a Toronto, Canada-based Account Manager to join our rapidly growing Accounts team and help build out all aspects of our launch and grow processes.

THE ROLE:

This is an opportunity for accounts professionals in Toronto, Canada. In this role, you will be responsible for supporting existing clients and up-selling new opportunities.

- Launch and support our retail clients throughout integration, platform trial and growth
- Work directly with the Ad Ops Team to support clients with their digital advertising campaigns
- Host regular meetings with clients to review campaign results and offer strategic recommendations
- Provide clients with strategic and data-driven campaign recommendations to optimize results
- Execute platform training sessions for new clients with support from the Ad Ops Team
- Coordinate the procurement process for new clients with the Vantage Finance Team
- Coordinate the tech integration and product management process for new clients with the Vantage Dev Team

ABOUT YOU:

- Experience in account management, sales and/or project management role
- Strong technical aptitude to master our tech stack and business productivity tools (HubSpot, Asana, Zoom/Teams, Slack, Hugo, Otter, G-Suite, etc.)
- Excellent written and verbal communication and presentation skills
- Excellent project management and organizational skills
- The ability and desire to work in a fast-paced, challenging environment
- The desire to meet and exceed measurable performance goals
- A keenly developed competitive nature and drive to be a self-starter

WHAT WE OFFER:

- Competitive compensation
- Employee share ownership – because Vantage wants you to truly share the success
- Flexible work/life, remote-first philosophy
- Great health benefits from Day 1
- Career development / continuing education allowance – we all want to stay sharp
- Mac laptop & other Apple equipment (we'll give you a budget to build your perfect work-from-home environment because ergonomics matter)
- Team building activities to keep things fun: wonderland days, cottage trips (COVID permitting), virtual games & escape rooms, team lunches, and weekly nacho breaks on Fridays

Applications Welcome

Vantage plays in a \$250BN addressable market in North America that is seeing significant disruption. Retailers are transforming their digital marketing practices to drive customer acquisition and are looking for new profit centers in retail media networks.

Vantage is uniquely positioned in this space, having established a technology platform that is custom built for retail media. We offer the only turnkey platform for integrated retail media networks. We significantly out-perform online media benchmarks by leveraging automation, machine learning, and AI. Ours is the market-leading platform and we have real traction with some of the biggest names in retail.

We are excited to expand the team and take the company to the next level. You would have the opportunity to get in early and obviously that comes with great possible financial upside, but it also comes with an opportunity to shape the culture of the team. So, we're picky about the people we invite to join the journey. We're looking for true team players, not lone wolves, or temporary hired guns. We are professionals with a passion for doing great work and driving real success for Vantage and our clients.

Headquartered in Toronto but working fully remotely, the Vantage team is diverse, creative and fun. Our belief is that our strong commitment to diversity & inclusion enables Vantage to be better. We also believe that people are happiest and can accomplish the most amazing things when they have the freedom and flexibility to customize their work and life environments, and can take on huge, stimulating challenges with fantastic colleagues.

In addition to your compensation, enjoy the rewards of an organization that puts our heart into building a team. Vantage offers a full range of medical, dental, and vision benefits. All employees are also owners, as everyone is enrolled into the Vantage Employee Stock Option Plan. Vantage provides strong maternity / parental leave benefits in all jurisdictions. Vantage also offers numerous well-being programs, education assistance, development courses, and discount programs with participating partners. As for time off, Vantage employees enjoy generous vacation, as well as paid holidays throughout the calendar year. Number of paid holidays, sick time, and other time off are provided consistent with relevant jurisdictions and company policies.

Reasonable accommodations are available to job applicants on request and throughout the application process.

We thank all applicants in advance for their interest in this position; however, only those selected for an interview will be contacted.

To apply, please submit your resume and a cover letter detailing your relevant experience and why you are the ideal candidate for the Account Manager role with a c.v. and a cover letter to Careers@GotVantage.com

Location: Toronto, Canada

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
