

U.S. – Sales Positions

Criteo, global leader in personalized retargeting solutions, is growing their US Sales team and looking for aggressive and motivated advertising sales professionals with varying levels of experience. You will be the front line that will help in educating top national internet advertisers in various segments about our phenomenal solutions, along with increasing our growth in the US market. We are very excited to be in the US as a profitable and growing company, but most of all, being positioned as a global leader in personalized retargeting!

We are hiring at various levels depending on the skills and experience you bring to the table:

- Sr. Sales Manager – 5-7 years of professional experience; 3+ years of relevant advertising experience.
- Sales Manager – 3-5 years of professional experience; 2+ years of relevant advertising experience.
- Account Executive – 1-3 years of professional experience; 1+ years of relevant advertising experience.

You will be responsible for building and managing the Criteo advertiser base within a specific industry vertical and specific geography. This position will be responsible for prospecting new clients, effectively communicating the Criteo value proposition and negotiating contracts that will lead to renewable business. You will monitor and optimize existing campaigns to grow revenue, along with cultivating a strong and productive relationship with the client.

Specifically, the individual will be accountable for the following:

- Develop new partner relationships from prospecting, negotiating, and through contract execution
- Manage your portfolio of partner relationships to grow revenues and margin
- Work with a broad range of internal teams (marketing, legal, integration, traffic) to support the sales efforts
- Work incredibly smart to meet or exceed goals
- Constant monitoring and analysis of partner's campaign performance

- Meticulously maintain contact, event and deal information for all clients in CRM tool

If you are in search of an opportunity to be a part of a profitable and growing startup that fosters innovation and creativity, while delivering cutting edge advertising technologies, then apply today.

Criteo is an Equal Opportunity Employer