



**SAINT LOUIS  
UNIVERSITY**  
MADRID



**Senior Account Manager, Madrid office:**

Adsmurai is growing fast and we need new samurais to help us deliver our promise of providing the best software and service in social media advertising. After the success in our Barcelona office, Madrid is the next stop.

We are looking for a senior digital account manager who will play a leading role in the consolidation of the Madrid office and lead the account management duties and client service duties.

Your duties will include:

- Account Management:
  - Take ownership of your client portfolio, and build a world class service by managing social media ad campaigns. Prepare proposals that suit the clients needs and maximise the return on spend.
  - Be the clients´ trusted advisor for social media campaigns (upsell, cross sell, feedback), shaping their social media strategy and practices.
  - Earn trusted advisor status within the client, develop customer loyalty, work as required from the clients´office and be a part of the clients´ digital team.
- Campaign Management & Tools:
  - Manage and monitor campaign budgets and performance, proactively implement optimisations, improve campaign results
  - Become the champion and develop expertise for Katana, our social ads platform, in addition to native tools of social media platforms (Facebook, Instagram, Twitter, Youtube, Snapchat)
- Other:
  - Eventually head a team of account managers
  - Keep smooth and short communication lines with clients
  - Collaborate with the team of account managers at other Adsmurai offices, as well as with the product development teams and marketing
  - Alignment and collaboration with sales peers in Madrid and beyond
  - Engage with Facebook and other social media sales teams locally and in Ireland/USA to nurture our official partner status.

Your expertise:

- At least 3 years' experience in account management in the digital advertising industry
- Passion for Facebook, Instagram and Twitter, and knowledge of their ad tools
- Customer oriented, you will work for leading brands, should be accustomed to engaging at C-level
- Previous agency experience a plus
- Strategic thinker, yet goal oriented and doer
- Team management skills - may in short be heading a team of account managers.
- Communication skills
- International orientation
- Analytical and technical mindset
- Familiarity with working in a start up environment
- Able to travel to our HQ in Barcelona and possible other locations (circa 25% of time)
- Spanish is our mother tongue, but we are international in spirit. English required.

This is a great opportunity for someone who wants to create impact quickly and grow their expertise in advertising, tech, social media and client management. If you are interested we´d like you to show you have the basic skills by answering the questions you will see in this questionnaire [here](#)

**If you are interested in applying, please send your resume to [guillermo@adsmurai.com](mailto:guillermo@adsmurai.com)**

<http://slu.edu/madrid>

Avenida del Valle, 34 - 28003 - Madrid, Spain Tel.: (+34) 91 554 58 58 Fax: (+34) 91 554 62 02 • [admissions-madrid@slu.edu](mailto:admissions-madrid@slu.edu)