



Position: Account Manager (Client Services Account Specialist)

Location: Ann Arbor, MI or New York, NY

HookLogic is a rapidly growing technology company that powers e-commerce media, a revolutionary way for brands and shoppers to connect in and around the e-commerce environment. For retailers, HookLogic drives a new, high-profit, media-based revenue stream. For marketers, HookLogic creates unprecedented opportunities to influence in-market shoppers at key decision points. Clients include Expedia, Hotels.com, Overstock.com, and Kiddicare.com. Learn more at www.hooklogic.com

What we're looking for:

As an Account Manager, you will be an integral part of a team that serves as the epicenter for client activity, applying the right mix of products, solutions and services to maximize client success. You will be responsible for supporting key client relationships and strategies that help e-commerce clients generate new non-transactional revenue from advertising and trade promotion. Eventually, you will be responsible for the success of a group of clients.

Key responsibilities will include:

- Responding to and resolving time-sensitive client issues
- Coordinating with other functions at HookLogic to ensure client programs are successful and needs are met
- Analyzing program performance and client needs to optimize delivery of services and solutions
- Serving as an internal voice of the client; gathering and documenting business needs
- Identifying and advocating for product and service changes that contribute to client and HookLogic's success at-large
- Supporting Account Director on key e-commerce client relationships and programs/campaigns

Desired Skill Set:

- Bachelor's degree required
- 3 -5 years of professional experience working with clients. Success in contribution to the growth of client's bottom lines a plus
- Strong analytical skills, with ability to identify business opportunities/issues, design appropriate tests/analysis, and execute/optimize based on results. Experience with statistical analysis a plus
- Experience coordinating multiple business functions to resolve client issues and develop new services and solutions
- Ability to identify the business needs driving client requests and translate requests into a compelling product or service offering
- Strong written and verbal communications skills
- Self motivator with strong work ethic and the ability to multitask
- Organized with outstanding attention to detail
- Desire to be a part of the high paced, high energy entrepreneurial experience
- Have a "can-do" positive attitude and the willingness to roll up sleeves and get your hands dirty

Benefits package includes:

- Competitive salary
- Stock options
- Competitive vacation and personal time
- Full medical insurance coverage
- 401(k) with company contribution
- Opportunity for career growth
- Positive, supporting and fun start-up work environment

If you feel you are the right candidate, please send your resume to careers@hooklogic.com.