

# Programmatic Account Manager

## About the7stars

the7stars is unlike any other agency. The distinction started the day we launched in 2005 when we named ourselves after a pub, but more importantly when we made a promise that we were going to do things differently.

And this commitment has stuck with us. It guides how we work, how we think and how we treat one another and can be expressed in a single word.

Freedom.

Our Freedom philosophy lives across our entire business from people, product and planning. It means we plan & buy media how we want, develop careers how we want, take holiday when we need it, invent tools when we need them, give people a platform to speak up, question and express themselves freely - but more importantly it has allowed us to create an amazing place to work.

We have a unique working environment and open structure which encourages personal development through client contact, teamwork, training, exposure to all media and internal teams – and a “sky’s the limit” approach to your growth within the agency.

In 2024 we achieved our 13<sup>th</sup> year in a row as a Sunday Times Best Places to Work and in 2023 were awarded Campaign’s number one media agency to work for accolade for the second year running.

the7stars is 300 passionate media people that are able to focus purely on creating great work for our clients.

If thinking freely and with integrity is your bag, then the7stars is an agency you should meet.

## Role Overview:

Across the7stars, we have specialist teams in all channels, and we have recently brought together the programmatic and direct buying teams into one omni-channel team to remain future facing and drive collaboration. We are looking for a Programmatic AM to join one of the fastest growing teams within the agency.

We are looking for an ambitious & enthusiastic programmatic specialist with a track record of account management responsibilities. The ideal person will fit with the culture of the7stars, be a team player, friendly, positive & self-disciplined.

The successful candidate will join our growing team in a client facing role that is responsible for the planning, activation, optimisation and reporting of activity across various DSP platforms including DV360, Trade Desk, Yahoo, Quantcast and Amazon.

You will have ownership of client relationships from a programmatic perspective, and the opportunity to support the senior management with various projects. This is a unique opportunity to work with exciting brands across a variety of channels including digital OOH, YouTube, Connected TV, Audio, Video and Display.

To be a future-facing Activation team that truly plans in a holistic way means that we need to supercharge the agency. This is a fantastic opportunity for the right candidate, and we are looking for driven motivated individuals to be part of this new exciting team.

**What you'll be doing;**

- We are looking for you to be a leader in the team and across the agency in terms of how best to apply programmatic buying strategies. Set the standard across tactical execution, planning, reconciliation and all end-to-end process managed by the team.
- Be responsible for managing some of the biggest clients in the agency on all things Programmatic, attending initial client briefings and providing feedback early on the planning process.
- You will have the opportunity to be a line manager and mentor to junior traders in the team, responsible for their career progression and training. You will be there to support them reach both personal and the overall business objectives
- End to end programmatic account management through from planning, set up, optimisation and reporting
- Deliver best in class and market leading programmatic media plans across multiple channels
- Drive innovation! We want to win awards for our clients so be creative
- Work closely with Client teams to ensure all plans are adhering to business objectives, the comms platform and key KPI's
- Assist with the management and delivery of audit guarantees across PRF Clients
- Drive the development of media owner relationships to ensure we are seeking out opportunities for our clients that are new to market within the programmatic sector
- While staying up to date with new trends within the programmatic sector, you are pushing for innovation with your clients and contributing to wider digital testing roadmaps.
- Confidently present analysis, updates, and strategic recommendations in face-to-face meetings/calls, with clients and internally.
- Execute and deliver best in class PCA's across the agency
- Demonstrate diligence, attention to detail, and adherence to the campaign QA process to ensure accurate campaign implementation, pacing and performance.

**Required Skills:**

- Prior experience in a programmatic planning and/or buying role (agency or trading desk), with a proven ability to deliver successful large-scale Programmatic Campaigns
- Hands-on experience working in various DSPs (ideally DV360 & The Trade Desk), activating across a range of channels, including video, YouTube & display.
- Up to date knowledge of the ad tech landscape
- Strong experience of critical thinking and problem-solving
- Strong interest and knowledge in the Programmatic landscape
- Strong knowledge and hands-on experience of technology platforms and integration
- Great communicator, both verbally and written, confident in front of clients with the ability of understanding their wider business & challenges
- Ability to anticipate issues and be pro-active in producing solutions with measurable outcomes.
- Excellent numerical and analytical skills
- Solid understanding of all media channels

## Apply if you want to...

- Join the largest independent, free thinking, fast moving media agency in the UK
- Have the freedom to grow your career at pace
- Be surrounded by a diverse team of talented thinkers, who love the work they do
- Have the freedom to design a flexible approach to your working life
- Be challenged to learn and grow every day
- Join a business that does more than just media – that gives 5% of its profits back into the community
- Be part of a culture that encourages creativity, entrepreneurialism and most importantly of all... fun

## Benefits

- Uncounted holiday
- Discretionary performance related summer profit share & Christmas bonus
- Flexible & hybrid working (4 days per week in the office)
- Personalised training plan & access to coaching
- Wellbeing days
- Flexible pension plan through Royal London (8% employer contribution under £35k)
- Optional private medical insurance (Vitality) & cash back plan (Medicash)
- Employee Assistance Programme
- Work from anywhere up to 2 weeks each year
- Paid for gym membership with a choice of 5 gyms
- Enhanced family friendly policies
- Personal finance advice & support
- Life Assurance & Critical Illness cover
- Profit share scheme (after 3 years' service)
- Electric Vehicle scheme
- Nursery Partnership
- Tech & Cycle to Work scheme
- Season ticket loans & expensed Railcard
- New Business Bonus eligible in your first years as a the7stars employee

the7stars is committed to creating a diverse environment, where employees feel empowered to share different ideas, perspectives and experiences in a collaborative and creative work environment. Equality and inclusion are at the heart of our culture. All qualified applicants will receive consideration for employment without regard to age, disability, gender reassignment, marriage and civil partnership, pregnancy and maternity, race (which includes colour, nationality and ethnic or national origins), religion or belief, sex or sexual orientation.

## Ready to take the leap?

Email a copy of your CV, your salary expectations and your potential start date to [7stars@journeyhr.com](mailto:7stars@journeyhr.com)

Feel free to reach out to us with any questions about life at the7stars or to share any requested adjustments for the recruitment process.