

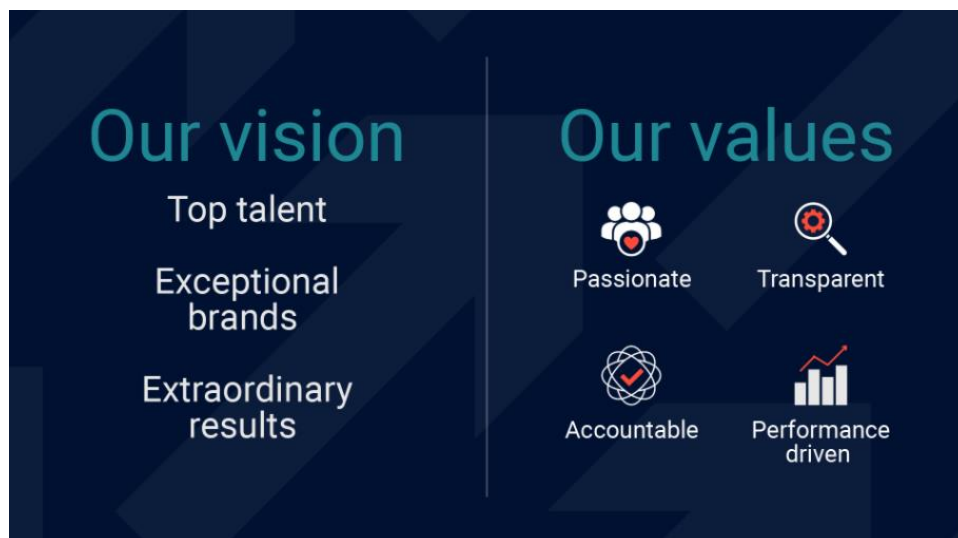
GainShare Performance Marketing

Who We Are

Founded over 35 years ago as Northern Lights Direct, GainShare Performance Marketing has been at the leading edge of response driven creative and media. With a deep history in performance video, GainShare combines response driven creative with analytics and technology. We specialize in orchestrating across the entire customer journey, whether we are developing new creative, managing one marketing channel or all their efforts. Our focus is a single-minded passion to drive revenue for our clients.

Our Vision and Values

Our Vision and Values have guided us since our inception, enabling us to create and manage some of the most successful direct response campaigns of the last 30 years.



Who We Work With

Our clients include market leaders, international and fortune 500 companies. Big brands that want proven results.

We also work with nonprofit clients who are getting the results they need and making the world a better place.

Why You Want to Work Here!

- We are growing!
- We work with exceptional brands.
- We are performance driven.
- We are a diverse and inclusive team.
- We have a supportive work environment.
- We collaborate and create, analyze, and work hard, and have fun.
- We believe in work-life balance and the health and wellness of our employees.
- We invest in the people here – they are our most valuable resource; we don't forget that.

What's In It For You?

Besides a competitive base salary, we offer the following:

- Health Insurance Plan
- 401K plan.
- 10 paid holidays along with allocated paid vacation days.
- 6 paid sick/personal days.

Other Perks

- Annual bonuses.
- Paid week off at Christmas for permanent full-time employees.
- Summer hours.
- Early closure on long weekends.

- Remote work options.
- Peer recognition program.
- Gift cards on your birthday.
- Milestone anniversary gifts.
- Bottomless snack cart.
- Regular social events.
- Annual full day offsite social event.
- Lunch & Learns.
- Offsite training sessions and team building events.

Media Account Manager – US Office

Role

We are looking to fill a full-time employee position in the role of Media Account Manager for our Chicago media team. We are looking for someone who has 3-5 years' agency experience in a project management role, and is also client service-driven, proactive, detailed-oriented, collaborative, passionate, experienced, dynamic and entrepreneurial. This person will be part of our performance media client team serving U.S. clients. This person will provide hands-on project and account management for various performance media and initiatives and will liaise directly with clients. This person will also collaborate with our other client/project teams.

Key Responsibilities

- Providing “hands-on, roll-up-your-sleeves” project management and logistics and coordination for various performance media/ television client campaigns.
- Working in tandem with the media buyers, the Account team and the Media Director on the strategy, execution and client servicing of media clients.
- Coordinating with other media team members.
- Providing ongoing and proactive client service, internally and externally when required.
- Providing regular ongoing communication with media team, other client/project team members and clients.
- Developing and controlling budgets and timelines, flagging any changes of scope with time and budget implications.
- Managing and providing input to pricing.
- Providing ongoing financial coordination, media reconciliation, client invoicing and account tracking.
- Work with accounting to ensure proper media financial tracking.
- Providing content and participation for prospective client proposals, pitches and marketing.
- Collaborating with in-house production team members in line with media launch dates.
- Coordinating third-party production vendors in line with media launch dates.
- Coordinating the creation and distribution of advertising creative for networks or publishers.
- Coordinating and obtaining required broadcast clearances.
- Coordinating satellite broadcast tracking/verification for various campaigns.
- Providing proactive service throughout the duration of each campaign and regular status reports to the media team.

Requirements

- 4-year college degree.
- Minimum three years of marketing and media related project and account management experience at an agency.
- Advanced Microsoft Office skills especially advanced Excel & PowerPoint skills.
- Excellent written and verbal communication skills.
- Excellent negotiating and analytical skills.
- Excellent organizational and time-management skills.
- Strong client service skills, exceptional attention to detail and critical thinking/problem-solving skills.
- Ability to remain calm under pressure and adapt to changing business requirements.
- Television media knowledge is a definite requirement; radio & digital media knowledge is a strong asset.
- Television, radio and digital media data and analytics is a strong asset.
- Television, radio and digital production experience is an asset.
- PMP certification a plus.

Additional Information

- General work hours are 9:00am to 5:00pm CT.
- Salary is TBD.
- Start date is immediate.
- GainShare Performance Marketing is committed to providing equal opportunities for persons with disabilities. Accommodations are available at all stages of the recruitment process, at the candidate's request.