



Analytic Mix is a leading Silicon Valley media analytics firm. We're changing the media measurement landscape with actionable, enterprise-level modeling solutions that help brand marketers and media agencies make smarter media and marketing mix decisions. Our custom attribution algorithms help media planners adjust media allocations to maximize brand KPIs and improve ROI, and our groundbreaking analytics platform eliminates all shortcomings of canned programs.

Some of the most recognizable brands in the world rely on our business intelligence, and we're looking for smart people to join our team. We offer competitive compensation, and the opportunity to join a fast-paced organization poised for growth. We'd like to hear from you! Send us your resume and brief cover letter at careers@analyticmix.com.

Analytic Mix is currently hiring:

VP of Client Solutions

This is a senior leadership role working with the CEO to be the driver of the end-to-end revenue generation process of the business. The VP of Client Solutions will deliver the day-to-day commercial and product functions, and work closely with other members of the team supporting the company's go-to-market activities.

This is a pivotal role directly influencing the future of Analytic Mix, and will cover new business sales, brand building, and marketing and partner strategy.

Key responsibilities

1. Sales - New Business

- Drive new business sales and go-to-market strategy
- Set individual and team goals, objectives, budgets, sales targets and quotas
- Identify and close key business accounts
- Ensure high quality customer support
- Participate in idea generation

2. Marketing

- Develop marketing strategy with the CEO and other team members
- Own and deliver the growth KPIs
- Involve in the brand building strategy

Desired Skills and Experience

- 10+ years of relevant executive sales and marketing management experience working within media agency or research service provider environment
- Highly developed and demonstrable skills in leadership, managing and developing clients, building high performance teams, strategy, operational delivery, selling, proposition



development, process implementation, negotiations, and developing strong commercial relationships.

- Proven success of scaling an emerging company from early revenue to \$30M and beyond.
- Excellent track record of attracting, recruiting, retaining and mentoring world class sales and marketing talent
- Understands end-to-end process of delivering a sales pipeline and forecasting sales
- Ideally selling experience with the service of marketing mix modeling (MMM), attribution modeling, media analytics, etc.
- Ability to participate and play a key role in the executive management team and communicate strategic customer insights and long term product direction
- Entrepreneurial mindset, used to rapid rates of change in a start-up environment
- Strong advertising agency relationship is highly desired

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Additional Information

Analytic Mix offers a competitive salary and benefits package, including insurance, paid vacations, performance bonus. All qualified applicants will receive consideration for employment without regard to, and will not be discriminated against based on, race, gender, color, religion, national origin, sexual orientation, gender identity, veteran status, disability or other protected category.