

---

## Channel Sales Director, Demand

### About Us:

At [33Across](#), we are the first publisher platform with integrated solutions to unlock addressability and monetization that's completely architected with for privacy. We enable publishers to turn cookieless inventory into addressable and relevant revenue streams without any additional lift or cost. By unifying addressability, audience segmentation, and attention publishers can easily accelerate the transition to a cookieless world.

### The Role:

33Across is looking for a results-driven Channel Sales Director with in-depth knowledge of programmatic marketing and an aptitude for consultative sales to join our Demand Sales Team. The candidate will be primarily responsible for selling 33Across' addressable supply in the U.S. market to digital marketers, ad agencies, and strategic demand partners. This is an opportunity to sell the company's core product suite and capitalize on cutting-edge technology that combines identity, segmentation, and premium supply to demand partners. We are looking for a team player who has a passion for creating solutions, building relationships, and meeting and exceeding expectations.

### Responsibilities:

- Create and scale strategic channel reseller partnerships
- Work to increase DSP adoption of 33Across addressable inventory and data
- Establish and expand agency and direct marketer relationships to initiate and scale 33Across supply activation
- Increase client spend through data analysis, upsell opportunities, and optimization strategies
- Brand 33Across as a quality programmatic platform
- Support SVP of Sales in developing, managing, and executing strategic sales opportunities

### Requirements:

- Minimum 5 years of online ad sales experience, programmatic experience strongly preferred
- Ability to demonstrate success in developing, maintaining, and growing sound relationships with agencies, data companies, client direct brands, DSPs and other programmatic platforms
- Understand the value of brand-based advertising and marketing
- Must have a history of quota attainment in outside sales and strong client/agency relationships
- Preferred home region: NY Metro, LA, SF, CHI, but open to other regions

### 33Across Perks:

We are an employee owned company with a distributed team that primarily works remote, with our HQ office locations in New York City. We offer a fun work environment with smart co-workers and generous perks. Perks include flexible remote work with voluntary office time. This is in addition to competitive salary, strong commission structure, equity, health/dental benefits and matching 401k.

Interested? Please submit your resume to [demand-jobs@33across.com](mailto:demand-jobs@33across.com)