

Paul Bennett

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Personal Profile:

An ambitious professional who is consistently improving his technical skills and understanding, in order to gain a better perception of business practices. I have vast expertise in delivering growth results with a wide range of clients. Confident in solving problems in challenging circumstances and always looking for ways to maximise professional and personal goals to be able to thrive and develop within a corporation.

Key Skills:

- Great understanding of programmatic technologies
- Client development and retention
- Sourcing and bringing on new clients
- Understanding and creating of business strategies
- Technical troubleshooting
- HTML / CSS
- Knowledge of GDPR

Permanent Work History:

PulsePoint

Account Director

April 2015 – Present

- Grew a book of business from \$1m to \$6.5m
- Creating and succeeding UK revenue growth business plan
- Sourcing and bringing on new clients
- Client development and maintaining ongoing relationships
- Sole account manager to beat and exceed quarterly targets
- Frequently and consistently awarded employee of the month
- Increased company relations and awareness within the AdTech community
- Ability to access and evaluate account performance for growth
- Improved global processes by bridging communication gaps between offices
- Data analysis to forecast office revenue

PriceGrabber.com

Ad Operations

August 2013 – April 2015

- Sole individual running Ad Ops in the UK business
- Exceeding client delivery expectations
- Consistently beating client KPIs
- Setting up and managing Private Market Place deals
- Managing remnant inventory via Adx
- Inventory & Yield Management
- Discovering new ways to improve the display network
- Liaising with sales to provide proven delivery

Ultima Business Solutions**Technical Field Engineer**

January 2011 – August 2013

- 1st & 2nd Line Support
- Supporting bespoke systems, relevant to that company
- Managing a team for system migrations across multiple business
- Call monitoring within effective SLA times

Lionhead Studios**Desktop Support**

April 2009 - October 2010

- Desktop support, for 250+ users
- Liaising with suppliers, making ensuring items/stock were correct
- Building good relationships with all teams
- Project management
- FTP server management
- Call monitoring within effective SLA times
- Experience with media management software

Educational Qualifications

GCSE: English, Math's, Geography, Science, IT

GNVQ: Merit in Media Studies

Udemy: Complete SQL Bootcamp

Udemy: Python & Django Full Stack

Udemy: JavaScript & Node.js

DoubleClick Rich Media / Flash / HTML5 Studio Certified

DFP Fundamentals for Traffickers

Ad Exchange Fundamentals

Interests:

Cycling, Snowboarding, Fitness, Golf, Music

References:

Available on request.

<http://uk.linkedin.com/in/paulandrewbennett>