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**Josh Stevens**

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**SUMMARY**

- 10+ years experience in Programmatic and AdTech
- High Performer recently laid off as a result of a Merger and eventual team Restructuring
- Goal attainment last 4 Quarters:
  - Q2 2025 - 92%
  - Q1 2025 - 152%
  - Q4 2024 - 95%
  - Q3 2024 - 91%
- Proven success in building long term strategic partnerships with buyers and execs at top-tier agencies and brands

**EXPERIENCE**

**Sharethrough, Strategic Account Lead**

**Sept 2022 – July 2025**

- Drove revenue by developing and expanding partnerships with key agencies and brands, contributing to a book of business valued at \$6M+ annually
- Lead strategic sales initiatives by targeting high-value clients and executing strategies across programmatic advertising formats, including Video, CTV, Native, and Display.
- Built long-term strategic partnerships with senior-level client and agency stakeholders
- Supported clients with thought-leadership materials and Educational Workshops as appropriate

**Shoppable, Account Executive**

**Feb 2022 – June 2022**

- Selling SaaS eCommerce Solutions to Agencies, Brands, and Publishers
- Responsible for cultivating client relationships and managing the entire sales cycle front to back

**Basis Technologies, Agency Lead**

**Oct 2018 – Oct 2021**

- Selling Custom Digital Media Solutions to Agencies across New England
- Responsible for growing and cultivating client relationships and managing the entire sales cycle
- Increased NET revenue year over year for three consecutive years
  - (yr 1 = \$450k, yr 2 = \$990k, yr 3 = \$2.2M)

**Titan/Intersection/Outfront, Local Sales Manager/Account Executive**

**April 2013 – Dec 2018**

- Multiple roles throughout various changes in Advertising Contract Rights and Mergers
- Promoted from Account Executive to manage a team of 8 Local Sellers and 4 Support Staff towards a local budget of appx \$17M