

SOO HOON YU

FULL-FUNNEL GROWTH MARKETING SPECIALIST

Paid Media Strategy (DV360) | Measurement Infrastructure | Scalable Growth

\$90.5K

Monthly Budget
(Peak)

\$2.5M+

Cumulative Managed
(Across Google Ads
& DV360)

92%

Lower CPC
(vs. **\$0.66**
Benchmark)

96%

Time Saved
(Automation)

FULL-FUNNEL OPTIMIZATION & BRAND DIFFERENTIATION

Visual-First Strategy for Premium Luxury Positioning

Context: Luxury Segmentation

The Challenge

Tasked with digital campaigns for Genesis (Sep 2016), needing a distinct approach from the parent brand (Hyundai) to establish premium positioning.

The Constraint

Standard automotive media mix (Search-heavy approach) could not convey the luxury aesthetic required for high-end consumers.

Strategic Pivot

Shifted from standard text-based formats to high-impact visual experiences to evoke emotional connection.

Visual-First Rationale

Insight: "Luxury brands sell emotion, not specs."

Decision: Allocated **90% to Visual Formats** (Display/Video) to build premium perception, reserving only **10% for Brand Search** protection.

Platform Evolution

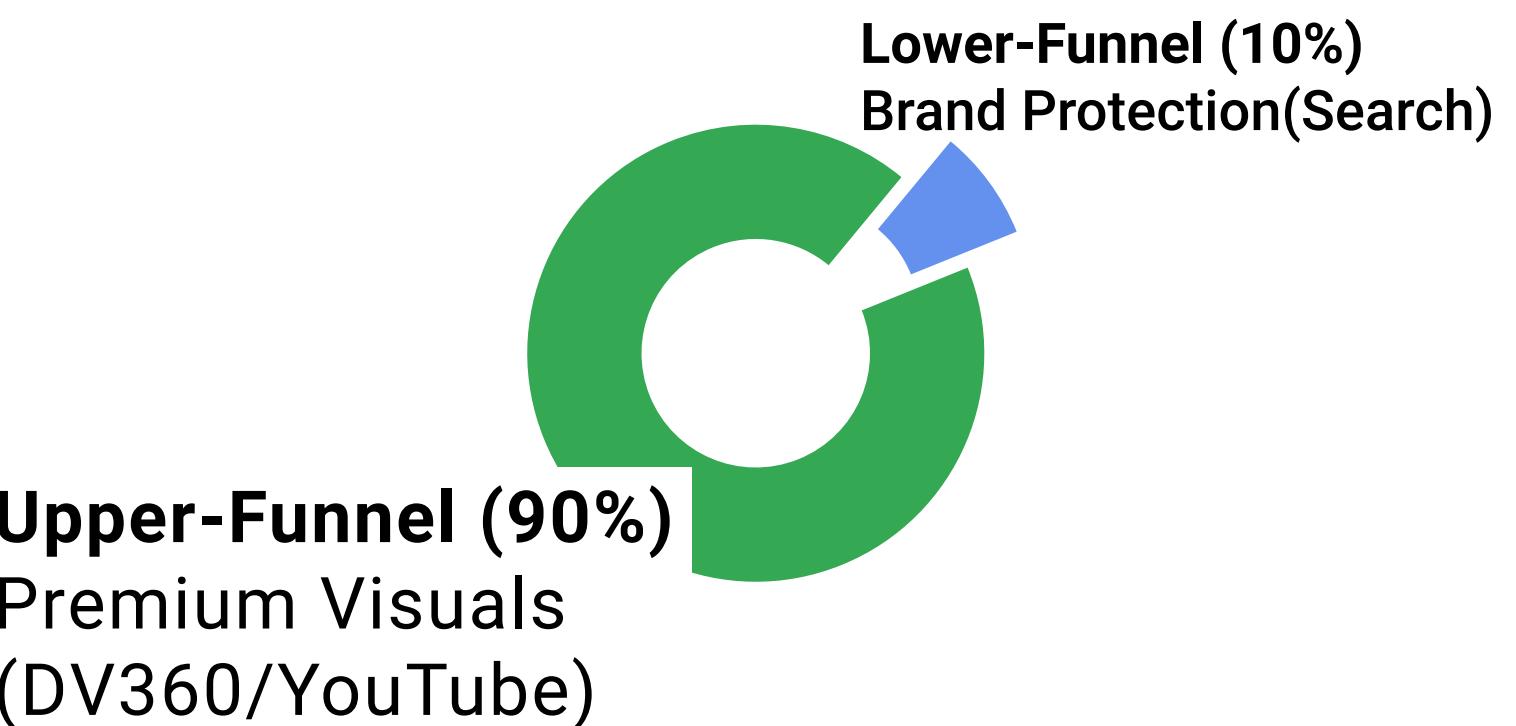
Phase 1 (Google Ads)

Utilized Lightbox Ads (CPE Model) for high engagement



Phase 2 (My Proposal)

Proposed & Implemented DV360 to access Brand-Safe, Premium Inventory unavailable on standard networks



Execution

Platform Strategy

- **DV360 (90%):** Targeted PMP (Private Marketplace) & HD Inventory for premium brand safety.
- **Google Ads (10%):** Strictly managed for high-intent brand capture.

Key Results

- **92% Cost Efficiency:** Achieved \$0.05 Avg. CPC via programmatic optimization.
- **4.3M+ Engaged Audience:** Delivered massive reach in premium environments.
- **Successful Differentiation:** Established a distinct luxury identity separate from the parent brand.

How This Applies to Admob

- **Positioning Strategy:** Just as I differentiated Genesis from Hyundai, I can position AdMob as the **premium monetization partner** for quality-focused developers.
- **Visual Trust:** I will use high-quality visual formats to build credibility with top-tier app developers, demonstrating AdMob's value proposition.

PROGRAMMATIC QUALITY ASSURANCE & FRAUD PREVENTION

Protecting Budget Integrity Through Active Traffic Validation

Context:

The “FRAUD TAX”

The Scope

Managed **\$2.5M+** in programmatic spend, maximizing efficiency solely within the **Open Exchange** environment through aggressive optimization.

The Problem

Initial audits detected anomalous placements spiking to **5%+ CTR** in low-quality apps, draining daily budgets within hours.

- Impact:** These placements consumed disproportionate daily budget within hours, leaving no room for legitimate publishers.

The Goal

Implement a “**Traffic Validation Protocol**” to protect client investment and reward legitimate publishers.

Active Quality Control Framework

Detection Criteria (Red Flags)

- CTR > 1.0%:** Flagged for immediate manual review (3x Industry Avg of 0.35%)
- Zero Conversions:** High click volume but 0% Conversion Rate (Empty Spend)
- Budget Velocity:** Single app consuming >20% of daily spend rapidly

Weekly Audit Process

- MONITOR:** Identify high-velocity budget drainers
- VERIFY:** Manually inspect app environment for “Fat Finger” placements (accidental click traps)
- BLOCK:** Add confirmed low-quality apps to the Global Exclusion List

The Efficiency Formula



IMPACT: CPC \$0.66 → \$0.05 (92% Cost Reduction)

Key Results

- 92% Cost Efficiency:** Achieved **\$0.05 Avg. CPC** by eliminating fraudulent inventory
- Quality Traffic Protection:** Systematically removed anomalous placements, protecting the budget
- 4.3M+ Validated Traffic:** Secured high-volume traffic that passed behavioral validation standards

How This Applies to Admob

(B2B PUBLISHER ACQUISITION)

ECOSYSTEM HEALTH = BUSINESS GROWTH

The Common Threat: AdMob faces the same challenge - fraudulent apps draining advertiser budgets and damaging trust.

My Approach:

- Placement Hygiene:** Apply the same “5%+ CTR” anomaly detection logic to identify suspicious app traffic in AdMob’s publisher acquisition campaigns
- Context Matters:** Analyze developer behavior patterns to distinguish hobbyist spam apps from professional publishers
- Protect the Good Actors:** Goal isn’t just to block fraud, but to ensure AdMob’s marketing budget reaches LEGITIMATE developers who deserve the partnership

Conversion Architecture & Performance Tracking

End-to-End Data Pipeline for Multi-Channel Reporting

The Challenge: Beyond “Clicks”

The Problem: Optimizing solely for “Clicks” brought low-quality traffic with zero engagement

The Solution: Engineered a “Dual-Track” Framework using a Unified Targeting Structure across two distinct optimization goals to isolate performance variables

Dual-Track Optimization Framework

Track 1: Soft Conversion (Traffic)

- Goal: Maximize Qualified Traffic
- KPI: Landing Page View (Duration >10s)

Track 2: Hard Conversion (Action)

- Goal: Maximize Business Results
- KPI: HVA (High-Value Action-Build & Price, etc)

SHARED TARGETING

Strategy: Segregated audiences into 3 standardized groups for precise comparative analysis

- **Remarketing:** High-intent site visitors
- **3rd Party Audiences:** In-Market Auto Shoppers
- **DV360 Bid Manager Audiences:** Google Intent Signals

THE IMPACT

- **CTR Growth:** +2,044% (0.18% → 3.86%)
- **CPC Efficiency:** -92% (\$0.66 → \$0.05)
- **Quality Volume:** 158K+ High-Intent Clicks

Building on Page 3's Quality Foundation

After eliminating fraudulent traffic (Page 3), I evolved the strategy to optimize for what matters: Conversions, not just Clicks

BUSINESS OBJECTIVE (Automotive Sales)

Track 1 (Soft Conv/LP View)

Track 2 (Hard Conv/HVA)

SHARED TARGETING (Remarketing, In-Market, 1st Party)

Strategic separation of traffic acquisition vs. conversion generation

Campaign Evolution Highlights (2021-2025)

Display CTR Growth

2,044.44%

0.18% (2021) → 3.86% (2025)

Display CPC Reduction

-92.42%

\$0.66 (2021) → \$0.05 (2025)

CTV CPM Efficiency

-28.52%

\$8.87 (2024) → \$6.34 (2025)

YouTube Views Growth (2021-2025)

88.07%

372,516 views (2021) → 700,601 views (2025)

Data Notes: Campaign durations vary (14-29 days). Metrics as reported from client performance reports (2021-2025).

Real-time Performance Scorecard tracking key efficiency metrics (CTR, CPC) across campaign evolution (2021-2025)

CAPABILITY

Performance Tracking

Data Visualization

Analysis & Opt.

TOOLS & PLATFORMS

GA4, GTM, DV360 Reporting

Looker Studio, Tableau

SQL, A/B Testing, Custom Bidding Rules

How this Applies to Admob (B2B)

Dual-Funnel Thinking For B2B Growth

AdMob Challenge: Distinguishing “Browsers” from “Builders”

My Approach: Apply the Dual-Track Logic:

- Track 1 (Awareness): Target broad developer interest (SDK downloads, Content views)
- Track 2 (Action): Focus budget on high-intent actions (API Docs, Integration Requests)

Result: Maximize ROI by focusing spend where it drives real partnership value, not just volume

Financial Ownership & Crisis Management

Context: Pandemic Pivot (Dec 2021)

The Scenario: In December 2021, due to COVID-19 restrictions, unused offline event budgets were suddenly reallocated to digital marketing.

The Challenge: I had to execute a record-breaking \$90,572 surplus (approx. 4.5x normal monthly spend) within a single month.

The Constraint: Year-end timing meant limited inventory availability and high competition, requiring **autonomous decision-making** without standard approval cycles.

The Decision: I took **full fiduciary ownership** to deploy the funds, pivoting from “Event Marketing” to “Aggressive Digital Acquisition.”

Execution

Strategy: “Controlled Velocity Scaling”

Instead of recklessly “dumping” budget, I executed a **Bid-to-Volume Optimization Strategy** to balance speed and efficiency.

Step 1: Aggressive Market Entry (Bid Strategy)

- Tactic:** Launched with High Max CPC (\$5.00) to maximize Auction Win Rates and secure immediate inventory access in a volatile holiday market.
- Why:** To gauge market depth and ensure delivery velocity in the first 48 hours.

Step 2: Dynamic Price Walk-Down (Optimization)

- Tactic:** Once spend velocity was confirmed, I systematically **lowered Max CPC daily** (\$5.0→\$4.5→\$4.0) to find the “Efficiency Sweet Spot”
- Result:** Minimized waste by paying only enough to clear the daily budget, rather than overpaying for every click

Step 3: Surgical Audience Expansion (Scale)

- Tactic:** Expanded targeting from core “In-Market” to “**Custom Intent & Likely**” segments to widen the pool without resorting to low-quality “Run-of-Network” audiences
- Safety:** Maintained strict Exclusion Lists (Page 3) throughout to block fraud

Key Results

- Full Budget Utilization:** Successfully deployed **\$90K surplus** within December deadline
- Controlled Efficiency:** Prevented cost blowout through daily **Bid Walk-Down optimization**
- Trust Secured:** Earned contract renewal and expanded budget authority based on execution

How This Applies to Admob (FIDUCIARY DUTY)

Treating Budget Like My Own Money

- The Core Value:** At Google, managing marketing spend is a **fiduciary responsibility**.
- Ownership:** I don’t wait for instructions when opportunity arises. I have the **judgment** to make high-stakes decisions autonomously when needed.
- Risk Management:** My confidence comes from preparation. Because I had built robust **Safety Infrastructure** (Page 3), I could accelerate spend without crashing the car.
- Trust:** This execution proved that I could handle enterprise-level budgets with precision, securing expanded authority for the post-pandemic roadmap.