

# Demand Gen Ops Map



## SEO Ops

- Keyword Research
- Rank Analysis
- Content Analysis
- Competitive Review
- SEO Code Compliance
- Deep Crawl Assessment
- Meta Tag Development
- Schema Markup Development
- SEO Site Launch Support
- Website Migration Support
- 301 Redirect Mapping
- SEO Security Review
- XML Site Map Management
- SEO Content Development
- SEO Copy Editing
- Social/SEO Integration
- Cross Divisional Interlinking
- Backlink Analysis
- Link Hygiene Management
- Link Building
- Technical SEO
- Ecommerce SEO
- Monitoring and Reporting
- CMO Dashboard Creation
- SEO Tools Admin
- Voice Search Optimization
- App Store Optimization
- Video Search Optimization
- International SEO
- Local SEO
- Image Search Optimization
- Yext Admin
- Google My Business Management
- Google Tag Manager Admin
- Google Analytics Management
- BrightEdge Admin
- Google Search Console Admin
- Bing Search Console Admin

## Ecomm Ops

- Omni-Channel Strategy Development
- Shopping Feed Management
- Onsite Merchandising
- Amazon Management
- Google PLA Management

## Paid Search Ops

- AdWords/Bing Account Creation
- AdWords/Bing Administration
- Keyword Research
- Competitive Research
- Keyword Selection
- Keyword Grouping
- Ad Creation
- Click-to-Call Management
- Geographic Targeting
- Demographic Targeting
- Paid Search Budget Management
- Google Display Network Management
- Retargeting List Management
- Retargeting Nurture Management
- Tracking and Tagging Admin
- Tracking & Reporting
- Analysis & Optimization
- Dashboard Development
- Retail & Mobile Tracking
- Landing Page Creation
- Landing Page A/B Testing
- Multivariant Offer Testing
- YouTube Ad Management
- Google Shopping/PLA Management
- DoubleClick Admin
- Data Studio Dashboard Creation
- Marin Admin
- Kenshoo Admin

## Strategy Ops

- Strategy Development
- Brand Strategy
- Marketing Plan Development
- Customer Journey Mapping
- Competitive Research
- MarTech Stack Auditing
- Persona Development
- Internal Capabilities Assessment
- Vendor Assessment
- Training and Workshops

## Program Ops

- Account Based Marketing (ABM)
- Demand Generation Management
- Brand Management
- Digital Project Management
- Conversion Rate Optimization (CRO)
- Compliance Management

## Analytics Ops

- Requirements Analysis
- Analytics Audit
- Analytics Implementation
- Analytics Management
- Performance Benchmarking
- Tag Management
- Dashboard Creation
- Data Analysis
- CRO Analysis
- Google Analytics Admin
- Omniture Admin
- Data Studio Admin
- SiScience Admin
- Tableau Admin

## Web Dev Ops

- Biz Requirements Gathering
- MarTech Integration
- Web Services Integration
- CMS Implementation
- UI/UX Design
- Interface Design
- CX Management
- Personalization Management
- Production management
- Web Development
- Web Copy Development
- Content Admin
- ADA Compliance Manager
- Security Compliance Manager
- Quality Control Engineering
- Hosting and Backup Admin
- Speed/Web Performance Management
- WordPress Admin
- Drupal Admin

## Creative Ops

- Brand Management
- Buyer Journey Mapping
- Art Direction
- Graphic Design
- Copywriting
- Offer Development
- Video Production
- Interface Design
- Ad Campaign Creation
- Landing Page Creation
- Banner Creation
- Video Ad Creation
- Nurture Campaign Creation
- Email Development
- Whitepaper Development
- Research Report Development
- Case Study Development
- Infographic Design
- Podcast Development
- Presentation Development
- Demo Creation
- Webinar Production
- Print/PDF Collateral Creation

## Media Ops

- Audience Research
- Competitive Research
- Media Planning
- Media Buying
- Add Trafficking
- Tracking Tag Management
- Ad Server Admin
- Custom Audience Creation
- Campaign Tracking
- Dashboard Development
- Campaign Analysis
- Campaign Optimization
- Attribution Modeling
- Campaign Integration
- Traditional Media Buying
- Database List Rental
- Programmatic Ad Management
- Video Ad Management
- Digital Out of Home Management
- Paid Social Management
- Content Syndication Management
- Native Ad Management
- Product Listing Management
- Streaming Ad Management

## Social Media Ops

- Social Listening
- Competitive Research
- Social Customer Service
- Channel Development
- Social Compliance Management
- Follower Acquisition
- Community Management
- Content Development
- Blogpost Development
- Newsfeed Development
- Meme Creation
- Comment Moderation
- Contest Management
- Survey Management
- Crowdsourcing Management
- Paid Social Management
- ROI Tracking & Reporting
- Social Dashboard Management
- Social Media/ SEO Integration
- Digital Event Management
- LinkedIn Group Management
- Facebook Live Events
- Facebook Group Admin
- Hootsuite Admin
- Sprinklr Admin
- Social Mention Admin
- Radian6 Admin

## MarTech Ops

- MarTech Auditing
- MarTech Vendor Review
- CRM Admin
- Marketing Automation Admin
- CX Management
- CRM/Marketing Automation Intergration
- Trigger Event Management
- DMP Admin
- Data Segmentation
- Email Marketing Management
- Nurture Campaign Management
- Data Security Admin
- Lead Score Reporting
- Sales Funnel Reporting
- Dashboard Development
- Print on Demand Admin
- SalesForce Admin
- Pardot Admin
- Marketo Admin
- HubSpot Admin
- Eloqua Admin



# LIVE LINKS TO EXPLORE

## Our Services



Account-Based Marketing



Content Development



Social Media Marketing



Search Engine Optimization



Paid Search Management



Media Planning & Management



Lead Generation



Creative Services



Web Development



Marketing Automation

## More Maps

### Social Media Map



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### Artificial Intelligence Marketing Map



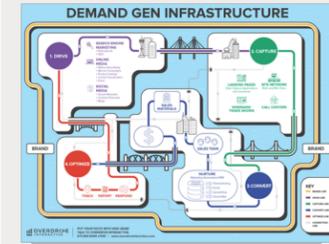
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### Search Marketing Map



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### Demand Gen Infrastructure



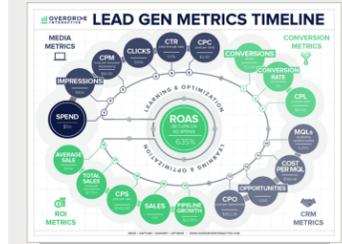
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### Becoming a Marketing Engineer



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### Lead Gen Metric Timeline



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## 3 Reasons to Talk to Overdrive:

1. Get an expert opinion on how to achieve your marketing goals
2. See real-world case studies showing how others succeed with digital-first marketing
3. Get a realistic look at the costs and elements of a customized program



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