Stellenangebot vom 01.10.2019

Sales & Key Account Manager (m/f/d) - 1040272

Fachrichtung:	Business Development / Sales
Art der Beschäftigung:	Vollzeit
Eintrittsdatum:	ab sofort
PLZ / Ort:	20144 Hamburg
Land:	Deutschland

Firmendaten

Firma:	**Bigpoint GmbH**
Straße & Hausnummer:	Sachsenstraße 20
PLZ / Ort:	20097 Hamburg

Ansprechpartner

Name:	Avantika Thakur
Position:	Junior Recruiter
Straße & Hausnummer:	Sachsenstraße 20
PLZ / Ort:	20097 Hamburg
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Job-Beschreibung

For our Business Development team in Hamburg we are looking for a motivated Associate Sales & Key Account Manager (m/f/d) to work closely with the Head of Sales & Business Development. This role will be responsible for the further development of Bigpoint's business in Europe and the USA, primarily through the acquisition of new partners within the online and media field, development of existing business partnerships and through the localization of marketing activities to appeal to the assigned markets.
The perfect candidate will bring experience in building business relationships through a rich network of decision makers in the target markets. We are searching for someone who can face the challenge with a strong drive and excellent interpersonal skills.

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RESPONSIBILITIES

- Build successful new business partnerships with online and media companies as well as consumer brands within the assigned markets to increase distribution and promotion of Bigpoint's game portfolio
- Further develop relationships with existing partners while acting as the spokesperson for Bigpoint in assigned region
- Analyse the local competitive landscape and performance of existing products and partnerships to map out an expansion strategy appropriate to the markets
- Interact with internal departments, e.g. localize activities and content for product marketing, social media, CRM and PR
- Support the central team with ideas for products, marketing or promotional events orientated towards assigned markets by providing local market insight
- Monitor business performance and report KPIs to the Head of Sales & Business Development

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REQUIREMENTS

- 2-3 years of experience in sales and key account management as well as business development within online and media companies
- Strong interest in and familiarity with the global online/mobile games industry, especially f2p business
- Experience in managing relationships with media partners or gaming companies as well as marketing, selling or adapting a global product for different markets
- Dynamic, energetic, deal closer mentality paired with the ability to excel in a fast-paced environment
- Analytical mindset and excellent presentation and negotiation skills
- Skills in Powerpoint, Excel and data analysis
- Self-motivation, strong communication skills and a great team-player attitude
- Aspiration to think out of the box and always strive to improve our product and especially its distribution
- Good time management and organizational skills
- Passion for games
- Fluent in written and spoken English and German
- Additional language skills like Chinese or Spanish are a big plus