Joboffer dated from 12/21/2016

Business Development Manager (f/m)

Field:	Business Development / Sales
Type of employment:	Full-time
Entry date:	immediately
Zip Code / Place:	80335 München
Country:	Germany

Company data

Company:	**remote control productions GmbH**
Street adress:	Karlstraße 68
Zip Code / Place:	80335 München

Contact Person

Name:	Lisa Wagner
Position:	HR Manager
Street adress:	Karlstraße 68
Zip Code / Place:	80335 München
E-mail:	jobs@r-control.de

Job description

Field of Activity:

- Identify and secure potential clients for our various teams
- Sell "one stop solutions" of games and gamified apps to all kinds of industry customers („work for hire"- sales)
- Bring in your creativity in consultation services for customers and our developers
- Customer relationship and stakeholder management (clients, partners, rcp developers)
- Visit trade shows, conventions and matchmaking events (representation and networking)
- Expand existing business areas
- Evaluate potential joint ventures
- Business development for Gamify now, rcp's Serious Games and Gamification expert
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Bei den Mühren 70
20457 Hamburg/Germany

Sales workflow: networking, pitching, negotiating contracts, signing deals, reporting
- Investigate market (-trends)
- Evaluate possible feasibility, profitability & risks with other departments

Qualifications & Skills:

- Several years of hands-on experience in sales (relevant experience in the games industry is a big plus!)
- Highly energetic and self-motivated
- Persuasive, talented and diplomatic salesperson
- Knowledge of games, genres, platforms and marketing
- Reliable and ready for action
- Independent and self-managed
- Entrepreneurial and proactive
- Business creativity (having an eye for potential opportunities, developing them on the spot)
- Analytical thinker
- Persistent and endurable
- Good communications skills and the ability to work in a team
- Strong will for clean reporting (using CRM tools)
- Fluent business German and English (written & spoken)

We offer you:

- A highly productive team operating at the headquarter office
- Being part of a great company group with more than 140 employees in Germany & Austria
- Flat hierarchies within a creative environment
- Close collaboration with developers and publishers
- High morale in a friendly & fun work atmosphere
- Engagement and team spirit in every way
- A suitable salary plus incentives
- A high-profile portfolio of clients.
- A modern office in the city center of Munich, Germany
- Octoberfest, Lederhosen and great Bavarian food & beer