

Joboffer dated from 08/20/2018

## Junior Sales & Key Account Manager (760555) (m/f)

Field:	Business Development / Sales
Type of employment:	Full-time
Entry date:	immediately
Zip Code / Place:	20354 Hamburg
Country:	Germany

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### Company data

Company:	<b>Bigpoint GmbH</b>
Street address:	Sachsenstraße 20
Zip Code / Place:	20097 Hamburg



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### Contact Person

Name:	Avantika Thakur
Position:	Junior Recruiter
Street address:	Sachsenstraße 20
Zip Code / Place:	20097 Hamburg
E-mail:	a.thakur@bigpoint.net

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### Job description

You love building relationships and network with people? This is your main task as Sales & Key Account Manager at Bigpoint. In this role you will be responsible for the further development of Bigpoint's business in the DACH region, primarily through the acquisition of new partners within the online and media field and the development of existing business partnerships. You face the challenge with a strong drive and excellent interpersonal skills.

### RESPONSIBILITIES

- Help building successful new business partnerships with online and media companies within the DACH market and other international markets
- Support the central team with ideas for products, marketing or promotional events orientated towards assigned markets
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Increase distribution and promotion of Bigpoint's portfolio of browser-based and mobile games

- Create and enforce partnership opportunities; develop and maintain a prioritized partner pipeline
- Analyze the local competitive landscape and performance of existing products and partnerships to map out an expansion strategy appropriate to the markets
- Evaluate market and new business opportunities that may arise
- Report to the Head of Sales & Business Development



## REQUIREMENTS

- University degree in the fields of Business management or comparable qualification
- 1+ years of related industry experience in sales and key account management or similar work environment
- Experience in managing relationships with media partners or gaming companies
- Good knowledge in marketing, selling or adapting a global product for the DACH market
- Skills in Powerpoint, Excel and data analysis
- Understanding of the industry, especially the f2p business
- Analytical mindset and good presentation and negotiation skills
- Self-motivation, strong communication skills and a great team-player attitude
- Good time management and organizational skills
- Passion for games
- Fluent in written and spoken English
- Additional language skills, like German and/or Chinese are a plus

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