

Joboffer dated from 01/16/2019

## International Sales Manager (m/f/d)

Field: Business Development /  
Sales  
Type of employment: Full-time  
Entry date: immediately  
Zip Code / Place: 22453 Hamburg  
Country: Germany

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### Company data



Company: **Daedalic Entertainment GmbH**  
Street adress: Hoheluftchaussee 18  
Zip Code / Place: 20253 Hamburg

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### Contact Person

Name: Martin Ditter  
Position: CFO  
Street adress: Hoheluftchaussee 18  
Zip Code / Place: 20253 Hamburg  
E-mail: recruiting@daedalic.de

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### Job description

Reference: Sales\_2



- Available now
- Full time employment
- In Hamburg



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Quinke Networks GmbH  
Bei den Mühlen 70  
20457 Hamburg / Germany

We're looking for an International Sales Manager as an enhancement of our team in Hamburg so we can live up to the potential of our IPs and our continuously growing portfolio for third-party collaborations.

☐

You'll be responsible for the distribution of various products in this diverse position. You're a proficient and recognized sales(wo)man who can convince and surprise your business associates of/with your ideas and concepts. You develop and care for your business relations and support us by perfecting the collaborations with our established partners, expanding our distribution range and extending our games portfolio internationally.

☐

**Your Profile:**

- Take care of the sales responsibility for your department
- Achieve agreed goals regarding:
  - Sales
  - Results
  - Budget
  - Quality (service, store, processes)
  - Reporting & analyzing
- Acquisition, foster, negotiation and structures of a worldwide partnership network
- Elaboration and implementation of worldwide sales and retail strategies
- Strategic scheduling & key account management for digital & retail sales
- Empowerment of the brand and our IPs
- Continuous observation of the market and competitions
- Examination of "New Business Opportunities"
- Cut between external partners and our company
- Ongoing controlling

☐

If you love to take over control and work independently, if you're curious and ready to conceptualize new

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business models, then you're just the right person for this position!



**More of your features:**

- Passion and outstanding talent for distribution
- Know how about retail and console
- You can already present experience in retail and digital sales (online)
- Your ambition and goal-driven actions are just as important for you as the satisfaction of your customers
- Customer oriented, flexibility, creativity, communication, social competence and enthusiasm are your most important key qualifications
- You're appearance is confident and polite
- You have a business career or study education regarding marketing, distribution or similar
- Very well knowledge of the offline and online games marketing
- Outstanding abilities in analysis and a great intuition for trends
- Expertise in communication, team oriented and qualities in networking
- Thorough, responsible-minded and autonomous methods
- Stamina, motivation, drive and curiosity
- Certain acquaintances with MS office programs (especially Excel)
- Very well writing and speaking skills in German and English



**We offer:**

- Responsible tasks from day one
- An exciting occupation with challenges and chances to live out your creativity
- An energetic and cheerful team
- Flat hierarchies and efficient workflow

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If you're looking for the next step in your career and you're interested in being part of our successful development as a company, feel free to apply right away!

Please send your complete application with the reference "Sales\_2" as a PDF file (max. 5 MB) via e-mail to [jobs@daedalic.com](mailto:jobs@daedalic.com). Contact: Iris Wolfer. Please state your salary expectation and the earliest entry point.

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