Joboffer dated from 04/09/2019

Lead Business Development (760550) (m/f/d)

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

Company data

Company:	**Bigpoint GmbH**
Street adress:	Sachsenstraße 20
Zip Code / Place:	20097 Hamburg

Contact Person

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

Job description

We are looking for a Business Development Lead who will be in charge of the existing Business Development team.☐
Business Development Lead will act as the conduit between the management (heads and directors) and staff, be responsible for managing a group of people and will spend time delegating tasks, negotiating workloads, assessing performance and reporting on developments.

☐

RESPONSIBILITIES

- Manage the Business Development team
-

Collaborate closely with our external partners, as well as internal stakeholders
- Plan and negotiate individual BD targets within a credible overall business development plan for the company
- Help to develop and implement action plans that make the best use of their time and inspires the confidence that must underpin effectiveness
- Hold people accountable to achieve these agreed BD results and to learn from experience
- Plan and negotiate individual business development strategies within a credible overall business development plan for the company
- Build and enforce strategic relationships that will help Bigpoint to improve user acquisition efforts
- Manage the selected key accounts that are of strategic interest for the department
- Generate strategies to differentiate our product offerings and increase market visibility with the growth department
- Mentor the team members to improve proposals and client account plans
- Report to the Head of Sales & Business Development

□

REQUIREMENTS

- University degree in the fields of Business Management or comparable qualification
- 8+ years of experience in business development or a related area with direct experience managing teams
- Extensive expertise in negotiation and deal execution experience as well as key account management
- Experience in project management and coordination
- Ability to establish and articulate a vision, set goals, develop and execute strategies and track and measure results
- Think out of the box and take nothing for granted, always strive to improve your product and especially its distribution.
- Understanding of the online gaming field and related processes
- Excellent interpersonal and communication skills
- Ability to collaborate with colleagues across different disciplines and locations to achieve results in a cross-functional environment
- Ability to work in a fast-pace environment and prioritize work to meet specific deadlines
- Self-motivation and results oriented work style
- Up-to-date knowledge of industry news, technology trends and the competitive landscape
- Passion for games
- Fluent in written and spoken English
- German and Chinese language skills are a plus