

Joboffer dated from 04/19/2022

Partner Account Manager(f/m/d)

Field: Business Development /
Sales
Type of employment: Full-time
Entry date: immediately
Zip Code / Place: 40211 Düsseldorf
Country: Germany

Company data



Company: **astragon Entertainment GmbH**
Street adress: Am Wehrhahn 33
Zip Code / Place: 40211 Düsseldorf

Contact Person



Name: Lisa van Meir
Position:
Street adress: Am Wehrhahn 33
Zip Code / Place: 40211 Düsseldorf
E-mail: bewerbung@astragon.de

Job description

astragon Entertainment is one of the leading independent German games publishers and part of the Team17 Group plc. The focus of the diverse product portfolio of our company lies on high-quality technical simulation games such as Construction Simulator, or Bus Simulator, but also many other exciting games such as Police Simulator: Patrol Officers or the Firefighting Simulator. The distribution of high-quality licensed and distribution products such as Farming Simulator, Transport Fever 2 and SnowRunner complete our attractive product range. astragon games are available world-wide on many different platforms such as consoles, smartphones, tablets, and PC.



A united and strong team – also when working from home: Despite challenging times

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Quinke Networks GmbH
Bei den Mühlen 70
20457 Hamburg /Germany

like these, we are looking for a **Partner Account Manager** to support our team in Düsseldorf/Germany in a permanent position. You can look forward to a flexible home office solution with digital training in your fields of activity without any restrictions by Covid-19 inhibiting your onboarding. Contact-reducing security measures in our office located in the heart of Düsseldorf additionally ensure the safety of all employees during the times they may be required to be on site.

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Key Responsibilities:□

- Manage and grow key digital accounts on a daily basis
- Delivering Digital commercial quarterly & annual targets
- Be the go to contact for your partner on commercial, partnerships and portfolio topics;
- Plan out sales and promotion strategies for our your platform and our product catalogue
- Negotiate standard & non-standard marketing activities and placements with 1st parties together with our Marketing team
- Partner with internal teams (Marketing, Product Management, Producing), manage and optimize the Digital Supply Chain, share best practices and recommendations
- Proactively recommend SKU, Pricing, and Bundle strategies across the lifecycle of all titles
- Report and analyse sales results in a timely manner

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Qualifications:□

Core Competencies□

- Minimum 3 years' experience in a similar role, working in the video game or another entertainment industry in an international role
- Strong written and verbal communication skills in English and German
- Experience in account management, digital sales and/or online marketing
- A proven track record of multiplatform shipping projects & post launch content
- Passion for video games and online technologies
- Commercial awareness and partner oriented

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What we can offer: ☐

- Employment in one of the most exciting industries in the world
- The option of working mainly remotely
- An inspiring working environment within a driven, young team as well as dynamic career opportunities
- Great benefits like bonus entitlement, employer-funded pension, and flexible working hours
- City centre location with a great public transport link as well as the option of free parking
- Free soft-drinks, coffee and tea
- Fresh fruit
- Legendary team events

☐

Does this sound like you? If your answer is yes, we'd love to hear from you! Get in touch and send your CV and cover letter to job-applications@astragon.de

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