

Joboffer dated from 04/19/2022

## DIGITAL SALES MANAGER(f/m/d)

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

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### Company data



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

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### Contact Person



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

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### Job description

astragon Entertainment GmbH is a leading publisher and distributor of video games, specialized in high-quality simulation games. Several successful game franchises in our portfolio, such as Construction Simulator, Bus Simulator or Police Simulator are reaching a million-player strong audience (already) today.



The **Digital Sales Manager** will manage and develop relationships with digital distribution accounts to maximize the profitability of all astragon Entertainment digital-products. You will partner with cross-functional teams including Marketing, PR, Production and Finance and work closely with the International & Digital Sales Team to shape this important part of the business. You can look forward to a flexible home office solution with digital training in your

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Bei den Mühlen 70  
20457 Hamburg / Germany

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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The ideal candidate has demonstrably strong sales skills, is fluent in English and has an interest in video games or the video games industry.

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**Key Responsibilities:** ☐

- Identify sales opportunities - networking, identifying, and closing new digital distribution accounts.
- Manage and develop relationships with digital distribution accounts that enable achievement of plans and objectives.
- Develop a life cycle road map on title basis to ensure maximum leverage of a product's financial potential.
- Communicate approved activities and promotional plans with the Sales and Marketing teams to ensure consistent execution.
- Analyze data in order to prevent and control fraud and grey market distribution.
- Provide regular reviews and reports of sales and revenue results against targets
- Take over responsibility for sales activities on company website through close coordination with connected partners.

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**Qualifications:** ☐

**Core Competencies** ☐

- Proven experience in negotiation, good interpersonal skills and excellent self-organization.
- Fluent in English and German (written and spoken)
- Ability to get a deep understanding of the field of work in order to propose and support a vision.
- Bachelor's degree (or equivalent)
- Interest in and knowledge of the global video games industry.

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**Advantageous Competencies** □

- Experience in successfully delivering results in a fast-paced and dynamic business environment
- Experience with managing projects
- Prior experience of working in the video games industry
- Undergraduate degree in the broader field of business; major in marketing or sales.
- 3+ years plus experience in an equivalent role
- Existing relations to first party platform holders.

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We offer an inspiring working environment, a driven team and dynamic career opportunities. You can expect great benefits like home-office, bonus entitlement, employer-funded pension, flexible working, free parking, soft-drinks, coffee, fresh fruits and legendary team events.

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Does this sound like you? We'd love to hear from you! Get in touch and send your CV to [bewerbung@astragon.de](mailto:bewerbung@astragon.de)

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