



Head of Sales

WN Talents

Job Overview

Location: Remote work
Website: <https://talentsingames.com/>

Description

WN Talents is in search of the **Head of Sales** for a client.

Our client provides solutions for mobile game developers no matter how challenging the project or task is. They've been around since 2006 and in that time frame, they have successfully completed 400+ projects and have become a partner of choice for EA, Sony, Disney, Rovio, Ubisoft, and many other companies.

Main responsibilities:

Make your personal contribution to the games millions of people are playing;
Develop yourself professionally in an atmosphere of trust and support that feels more like a family;
Work remotely from anywhere in the world on your own schedule;
Get your support from teammates and the company.

Requirements:

3+ years of experience managing an international sales team
2+ years of experience in the game industry, knowledge of the game market structure
3+ years of experience in B2B services business, particularly outsourcing
Experience with establishing a digital sales environment with CRM and other sales tools. Background with Salesforce is a strong plus
Experience with establishing custom reports and data-driven sales management
Excellent fluent English. Knowledge of other languages is an advantage
Presence of visas to EU, US (Canada is a plus) or a non-visa passport
Track record of meeting and exceeding the sales quotas
Experience working directly with C-level and Board of Directors on strategic decisions
Experience in strategic negotiations and closing 7-figure game development deals

Main task pool:

Revenue Management:

Ownership of the company's revenue generation
Daily management and control of the revenue-generating channels
Developing revenue forecasts and projections working closely with the Finance/Operations Teams

Sales Operations:

Driving the sales processes improvement and implementation through Salesforce and needed integrations
Tracking and analysis of sales performance metrics
Regular work on the improvements of the metrics

Setting up and delivering sales reporting that allow to track the current state in sales, challenges and opportunities

Establishing operational excellence in sales on the levels of sales tools usage, customer communication, and sales coordination with supportive departments (i.e. interaction with Presales)

Team Leadership:

Train and manage the sales team, provide coaching where needed. Work along with CBDO to develop personal development plans in the dept

Establish and track the sales targets

Define the hiring needs

Business Development:

Work closely with CBDO and Sales team to define, prioritize and execute the work on the key customer acquisition channels

Engage with key game industry players on the game industry events and networking

Take part in key strategic negotiations and partnership deals

Will be a plus:

Network of contacts at game companies that use outsourcing;

1 to 3 recommendations from the game or outsourcing industry

Working conditions:

Work remotely from anywhere in the world;

Flexible working hours;

20 paid vacation days;

10 paid sick leave days

Last updated: 23.10.2024