Partner Relations manager

WN Media Group

Job Overview

Job Type: Full Time

Location: Remote work

Website: https://wn.media/

Description

WN Media Group is the founder of an entire B2B ecosystem for the game industry. The company runs several large projects, including the WN Events – leading business events for the game industry, the WN Hub, a communication game industry platform, and a recruitment agency.

The company is growing rapidly, unlocking new regions for active expansion. That's why we are looking for a sales / partner relations manager to join the team.

The core responsibility of a sales / partner relations manager is to sell different solutions and opportunities of the WN ecosystem to video game companies – developers, publishers and service providers. **Responsibilities will include the following:**

– finding companies and identifying their business goals

– preparing commercial offers

– selling conference sponsorship options

– maintaining CRM

– managing closed deals (preparing paperwork, controlling deadlines, ensuring timely services delivery)

– working with incoming sponsorship requests

– communicating with partners on a regular basis

Key abilities and skills required:

– fluency in both spoken and written English (excellent grammar skills & ability to express your thoughts clearly)

– proactive approach & desire to achieve the best results

– great communication skills & flexibility

– interest and player experience in games

– work experience in the game industry is a must

We expect that a perfect candidate will be personally acquainted with various companies from the game industry.

We offer:

– working in a team of a well-known brand in the game industry

– fixed salary + sales commision

– opportunity to grow and expand professional skills with the top team

– creative, non trivial, and rewarding challenges to take on
– flexible working hours
– lack of bureaucracy
– quick decision making and ability to make a difference
– opportunities for building a personal brand

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