



# Partner Relations manager

WN Media Group

## Job Overview

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<b>Job Type:</b>	Full Time
<b>Location:</b>	Remote work
<b>Website:</b>	<a href="https://wn.media/">https://wn.media/</a>

## Description

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**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 commission
- 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

Last updated: 26.11.2024