



RockStar Business Development Manager

Zorka.Agency

Job Overview

Job Type:	Full Time
Location:	Remote work
Tagged as:	sales
Website:	https://zorka.agency/

Description

[Zorka.Agency](#) is an international digital marketing agency. We increase LTV and ROI metrics by offering smart and creative approaches according to our client's goals, KPIs, and strategic plan.

We are looking for you, a RockStar BizDev Manager in Gaming! We've launched a lot of creative influencer marketing campaigns worldwide and we are ready to make much more. NetEase, Tencent, Plarium, Gaijin Entertainment, Krafton and Playrix have already chosen us and we are looking forward to creating new case studies.

Why working in Zorka.Agency is a great idea:

- Remote-first role
- Offices in Cyprus, Poland and Lithuania
- You can work as a contractor in Europe or the US
- MacBook as a work laptop
- Competitive compensation: base salary + permanent scale of bonuses
- In-house English Language courses
- Partial sports membership reimbursement
- Annual Performance Review
- Corporate and team-building events
- Company gifts on special occasions
- Business trips to major digital marketing conferences worldwide

You must have these superpowers:

- Identify new clients by researching and creating networking opportunities
- Conduct a market research and develop client relationships with advertisers in Europe
- Negotiate and close business deals that promote sustained revenue
- Collaborate with Marketing and Management to align strategies aimed at increasing revenue
- Contribute to the development and implementation of digital marketing projects
- Maintain accurate records of advertiser partnerships
- Manage incoming business proposals and requests
- Represent the agency at international industry conferences

The key requirements are important for us:

- Previous experience as a B2B Sales Manager in a related industry
- Proven track of success in sales of digital services to advertisers working with market-places, delivery services (at least 20+ UA sales)
- Competency in negotiating and closing business deals
- Advanced English is a must
- Experience in B2B products and/or services
- A self-starter focused on getting results

Do you recognize yourself? Please send your cover letter with your the most important achievements and games you love to play!

Last updated: 14.11.2022