



Sr. Business Development Manager

WN Talents

Job Overview

Location: St. Petersburg, Russia
Address: Россия, Санкт-Петербург
Website: <https://talentsingames.com/>

Description

WN Talents is searching for a **Senior Business Development Manager** to join the team of our client and help them expand the business in the gaming industry in Russia.

Company Introduction:

Our client is a leading mobile advertising strategy analytics platform that provides mobile app marketing and advertising solutions for game developers, app publishers, and advertising agencies. They are committed to helping their clients grow their user base, increase revenue, and improve engagement through our cutting-edge technology and data-driven insights.

We are looking for a Senior Business Development Manager to join our team and help us expand our business in the gaming industry.

Job Description:

As a Senior Business Development Manager - Gaming, you will be responsible for developing and managing relationships with gaming developers and publishers in Russia. You will work closely with the global sales team to identify new business opportunities, negotiate deals, and drive revenue growth.

Responsibilities:

1. Develop and execute a strategic plan to grow our business in the gaming industry in Russia.
2. Identify and target key gaming developers and publishers in the market.
3. Build and maintain long-term relationships with clients, understanding their business needs and objectives.
4. Negotiate deals with clients, ensuring win-win outcomes for both parties.
5. Work closely with our product and marketing teams to ensure our solutions meet the needs of the gaming industry.
6. Collaborate with the global sales team to share best practices and ensure consistency in approach.

Requirements:

1. Bachelor's degree in business, marketing, or related field.
2. 3+ years of experience in business development, sales, or account management in the gaming industry or related industries (e.g. SaaS sales, advertising platforms).
3. Strong understanding of the mobile gaming market in Russia.
4. Proven track record of success in developing and managing relationships with clients.
5. Excellent negotiation, communication, and interpersonal skills.

6. Fluent in Russian and English.

If you are a self-starter with a passion for sales and a deep understanding of the game industry, SaaS sales, or advertising platform sales, we would love to hear from you!

Last updated: 04.09.2024