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Senior Commercial Manager

Description

We have an exciting opportunity with a company offering services to the video games industry, such as analytics, product management, payments etc for their digital products.

Currently they have a role for a Senior Digital Commercial Manager, hybrid working from central London (2/3), compensation will be 50-65K per annum plus bonus opportunity and other benefits.

Responsibilities

Responsible for managing publisher and software relationships through regular client meetings, liaison and delivering account management services.
Manage a small team of to ensure they are motivated and delivering on the targets.
Secure new Software partnerships via retail/eTailor networks
Plan new product releases with the publishing partners, suggesting and evaluating marketing programmes to drive pre-orders, launch and on-going sales.
Promote and extend exclusive relationships withetailers with each AAA Publisher
Create annual account plans for partners
Work with the Director on expanding the network, to include reviewing new software genres, new business, contractual negotiations and briefing the new partnerships into the team
Prepare sales materials and proposals to support the business development efforts.
Monitor accounts sales performance and make recommendations to the Director
Attendance at key events/tradeshows as required

Job Benefits

Healthy bonus and benefits package and hybrid working.

Experience

Experience in managing accounts for a video games company, preferably from a publisher or games services company perspective.

Management skills, excellent communicator. Demonstrable experience of successfully growing accounts.

Employment Type

Full-time

Beginning of employment

October / November

Duration of employment

Permanent

Industry

PC and Video Gaming

Job Location

London

Working Hours

Monday to Friday office Hours

Base Salary

£ 50000 - £ 65000

Date posted

September 6, 2024

Valid through

23.12.2024