

We are looking for a

Business Development Manager (m/f)

in the Games Industry

Location:
Munich

Starting:
Immediately

Employment:
Full-time

For the team at our headquarters in Munich, Germany we are looking for a new Business Development/Sales Manager!

Field of activity:

- business development for the whole "rcp-group" with a strong focus on sales
- pitch & sell own IPs
- work on customers solutions in our team („work for hire“- sales)
- evaluate possible feasibility, profitability & risks with the other departments of the team
- identify and secure potential clients for our various teams
- sales workflow: networking, pitching, negotiating contracts, signing deals
- customer relationship & stakeholder management (clients, partner, own teams)
- visit exhibitions, conventions and match making events (networking)
- investigate market (-trends)
- expand existing business areas/domains
- evaluate potential joint ventures
- search for distribution partners

Qualifications:

- several years of hands-on experience in business development/sales (relevant experience in the games industry is a big plus!)
- power of persuasion & talented to "sell" something
- knowledge of games, genres, platforms and marketing
- affinity to the asian market is a plus
- reliability and readiness for action
- working independently and on your own responsibility
- entrepreneurial thinking and selfinitiative
- creativity (having a eye for potential opportunities)
- ability to analyze things
- persistency and endurance (high tolerance of frustration)
- good communications skills and the ability to work in a team
- fluent business English (written & spoken)
- ability to speak German and/or more foreign languages are a plus

We offer:

- a small but highly productive team operating at the headquarter office (approx. 14 employees)
- being part of a great company-group with more than 100 employees in Germany & Austria
- flat hierarchies within a creative environment
- close collaboration with developers and publishers
- high working moral in a friendly & fun office and work atmosphere
- engagement & teamspirit in every way
- a suitable salary and incentives
- a high-profile portfolio of clients including titles like "Angry Birds Epic", etc.
- a nice, open office in the beautiful city center of Munich
- Oktoberfest, lederhosen and great bavarian food & beer :-)

Please send your complete resume including photo and cover letter via e-mail to Ms. Ina Hoffmann: ihoffmann@r-control.de



We are an independent, internationally active production house located in the heart of the beautiful city of Munich, the capital of Bavaria. The focus areas of our dynamic and talented team lie on development, production and mediation of video- and computer games as well as entertainment software in general. We have Germany's biggest developer network with extensive experience and a wide range of contacts, providing an important interface between developers, publishers, distributors and investors. We also offer significant services in the core competences of business development, production, sales, creative services and research all of which play a vital role in the development of our projects. This also includes company foundation and the support of young, talented teams and startups. Moreover, our team also heavily invests in the development of own projects and IPs together with the talented studios that are part of our developer network. Creativity, inventiveness and team-work are very important to us, and thanks to open communication and flat hierarchies we promote a friendly work climate. Fun and passion in terms of the work we do at rcp are vital elements of our work philosophy. And with you as part of our team we want to make our work within the coolest industry in the world even better.