



## MadOverGames

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## Business Development Manager

MadOverGames is one of the top social mobile gaming companies with its HQ located in California, USA and an office in India. MadOverGames have been one of the top game developers on Apple App Store and Google Play Store.

For more information, please visit <http://madovergames.com>

We are looking for a world class **Business Development Manager** to help us build everlasting business relationships, connect with the customer and improve the financial growth of the company. So, if you think you have the chops to deliver, come join us!

## Responsibilities

- Carry out market research through industry contacts, publications, trade events, news to identify opportunities for growth.
- Filter out high potential deals by analyzing business strategies, opportunity requirements / pre-requisites / financials, and internal priorities.
- Design the best negotiating strategies by considering the risks and rewards, and keeping in mind the counter-parties' preferences & goals.
- Lead the negotiation to close the deal and draw in resources from within the company to make it happen.

- Manage all contractual requirements and align the end result with the company's internal operations and capabilities.
- Keep upgrading your business development techniques, and help in enhancing the company knowledge base by participating in training and educational initiatives.
- As the face of the organization, you will also help in building the brand of the company in the industry, vendor and customer community.

## Requirements

- Bachelors in Business Administration or equivalent quantitative field.
- 2+ years of experience in business development.
- Experience in selling mobile casual games.
- Experience in dealing with senior executives.
- Love and passion for mobile games.
- Excellent written and verbal communication skills.
- Experience working in a collaborative team environment
- Effective Presentation Skills (able to get the point across)
- Sound understanding of business principles

## To Apply

Kindly send your resume and portfolio to [career@madovergames.com](mailto:career@madovergames.com)