



astragon Entertainment GmbH is a wholly-owned subsidiary of Team17 Group PLC, and a leading German games developer, publisher and distributor of sophisticated 'working' simulation games, focusing on non-violent cooperative gameplay with very detailed, technical, and realistic environments. astragon's internationally well-known IPs include Construction Simulator, Bus Simulator, Police Simulator: Patrol Officers and Firefighting Simulator. The distribution of high-quality licensed and distribution products such as Farming Simulator and SnowRunner complete its attractive product range. astragon games are available world-wide on many different platforms such as consoles, smartphones, tablets, and PC.

The **(Junior) Digital Sales Manager Games** will manage and develop relationships with digital distribution accounts to maximize the profitability of all astragon Entertainment digital-products. You will partner with cross-functional teams including Marketing, PR, Production and Finance and work closely with the International & Digital Sales Team to shape this important part of the business. You can look forward to a flexible home office solution with digital training in your fields of activity without any restrictions by Covid-19 inhibiting your onboarding. Contact-reducing security measures in our office located in the heart of Düsseldorf additionally ensure the safety of all employees during the times they may be required to be on site. The ideal candidate has demonstrably strong sales skills, is fluent in English and has an interest in video games or the video games industry.

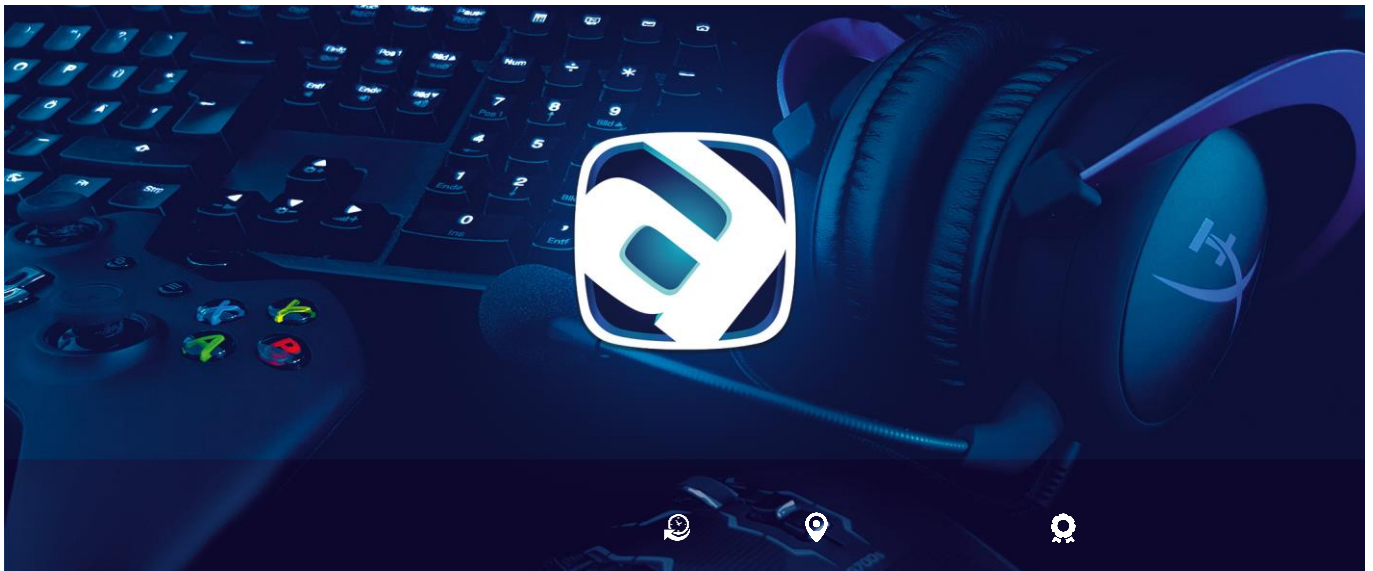
Key Responsibilities:

- Manage and develop relationships with First-Party platform holders and ESD digital distribution accounts to achieve plans and objectives
- Management of pricing, availability and promotion setup of our Game lineup in the respective First-Party backends and company web-shop. Be the first contact for Producing, Product Management and First-Parties when it comes to Pre-Order and Release planning of our Own-IPs
- Develop a life cycle road map on title basis to ensure maximum leverage of a product's financial potential
- Communicate approved activities and promotional plans with the Sales and Marketing teams to ensure consistent execution
- Provide regular reviews and reports of sales and revenue results against targets

Qualifications:

Core Competencies

- Proven experience in negotiation, good interpersonal skills and excellent self-organization
- Fluent in English and German (written and spoken)
- Interest in and knowledge of the global video games industry
- Affinity for sales figures and sales related data
- Bachelor's degree (or equivalent)



Advantageous Competencies

- Experience in successfully delivering results in a fast-paced and dynamic business environment
- Experience with managing projects
- Undergraduate degree in the broader field of business; major in marketing or sales
- Prior experience of working in the Video Games/ Entertainment industry or with First Party backends

We offer an inspiring working environment, a driven team and dynamic career opportunities. You can expect great benefits like home-office, bonus entitlement, employer-funded pension, flexible working, free parking, soft-drinks, coffee, fresh fruits and legendary team events.

Does this sound like you? We'd love to hear from you! Get in touch and send your CV to job-applications@astragon.de

For more information please see: www.astragon.de