Open Position | Business Development Manager

The game publisher Ravenage Games stands for indie games for PC and consoles. Ravenage is a fast growing business, we are all united by the desire to develop the industry and change it for the better. We are looking for an experienced Business Development Manager. The main objective of this position is to manage a network of companies that can help Ravenage team to enter new markets and new digital storefronts; source high quality video games that are commercially viable and take them through our due-diligence process.

TASKS

- Sourcing high quality video games from Independent Game Developers as a part of the Ravenage Product Acquisitions team.
- Searching for different business opportunities for our existing projects.
- Managing all business negotiations with Platform Holders and Digital Storefronts.
- Acting as key contact for prospective partners.
- Managing our publishing process from first contact through to contract signing.
- Attending virtual and IRL game events.

REQUIREMENTS

- Prior games industry experience in a game scouting, publishing manager or business development position.
- A highly commercial mindset, driven by identifying and chasing opportunities to bring exceptional titles with high revenue.
- Extensive gaming experience in games of various genres and on different platforms.
- Excellent English: both written and spoken.

CONDITIONS

- Office in sunny Batumi. While there are advantages for this role to be based in Georgia from an employment perspective (we can provide assistance with relocation), it is flexible enough to be based anywhere in the world if necessary.
- Travel the world; visit conferences, expos and other events to connect with equally impassioned game developers and industry peers.
- Opportunities for additional training and English classes.
- Competitive Net salary with a transparent bonus system.
- Flexible working arrangement where remote employment is possible.
- Traditionally for gamedev, a great and fun team.

P.S.

If you do not fully meet the vacancy requirements, write anyway (except if you fail to meet the English requirement:, the knowledge of English is obligatory).
We don't consider candidates without a detailed Cover Letter and a link to a Steam account.

CONTACTS

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Send your CV, Steam profile link and the cover letter.