

Account Manager & Business Development Associate – full time, on site

Join this fast-growing and innovative company building cutting-edge gaming platforms and experiences. They are passionate about technology, scalability, and creating high quality products that reach thousands of users worldwide. Their culture is collaborative, fast-moving, and engineering-driven, with plenty of opportunities to learn and grow.

ABOUT THE ROLE:

As an Account Manager & Business Development Associate you will own the full commercial lifecycle - from building and managing client relationships to identifying and closing new opportunities. You will collaborate across our executive, game production, and development teams, take real ownership from day one, and make a direct impact on how we grow in the gaming industry.

They are not looking for someone with a perfect resume. They are looking for someone who is curious, driven, and genuinely excited about games and the business behind them.

WHAT YOU WILL BE DOING (Account Manager):

- Act as the primary point of contact for assigned clients via the given channel.
- Build and maintain strong, long-term relationships with clients to ensure satisfaction and loyalty.
- Support client onboarding for our aggregation platform and gaming operations and guide them through integrations and product launches.
- Work with internal teams to deliver timely solutions and meet client needs.
- Secure and record all promotions with operator and aggregator clients.
- Identify opportunities for upselling and cross-selling products and services.
- Provide regular updates and KPI reports to clients and management.
- Keep your finger on the market's pulse and advise on relevant opportunities.
- Resolve client issues quickly and effectively to maintain service excellence.
- Participate in industry events and client meetings when required.

WHAT YOU WILL BE DOING (Business Development Associate):

- Developing and nurturing senior management level relationships with the clients and to support & monetize in the correct manner;
- Understanding and defining customer requirements to be able to sell new products in a consultative and partnered way;
- To be a Product Expert on both current and future offerings, to talk with confidence and passion about our wide range of solutions;
- Acquiring new business targets through research, existing relationships, targeted contact, or formal introductions; and move the customer through the sales cycle;
- Creating and managing the sales pipeline through, and coordinate internal teams to assist at the relevant stage;
- To report back to the business on the progress of each customer through the sales cycle;
- To attend trade shows, events and conferences where required;
- Complete demonstrations of our product solution either remotely or face-to-face to clients and develop specific initiatives to win more new business;
- Growing the markets in multiple jurisdictions and advise on products, marketing, and regulatory changes.

Requirements:

- 1–2 years' experience in Account Management, Sales, Business Development, Customer Success, or a related field - internships and co-ops count.
- Fluent in **English and Spanish (spoken and written)**.
- Track record of building client relationships and contributing to account growth.
- Strong interpersonal and negotiation skills.
- Commercially minded with good analytical and problem-solving abilities.
- Organized and detail-oriented, with the ability to juggle multiple tasks without dropping the ball.
- Proficient in Microsoft Office Suite; experience with CRM/project tools is a plus.
- A proactive mindset and professional approach to work.
- Willingness to travel for client meetings and business events.

WHAT WE GIVE YOU IN RETURN:

- A chance to work in a friendly and supportive culture with personalized learning.
- Private health insurance, dental, travel insurance and more
- Free onsite parking, as well as fitness room on site
- So much more!