

Metaversum GmbH is working on innovative approaches to Web 2.0 and 3D platforms. The company was founded by two IT entrepreneurs and a former management consultant & media manager and is backed by international venture capital. With headquarters in Berlin, Germany, it is currently in the process of developing a massive multiplayer online virtual world and social community platform.

To strengthen our team in Berlin we are currently looking for a:

Head of Strategic Partnerships

In this function you will be responsible for setting up and managing an international network of partners to support rapid content and community development through 3D enabling of commercial users for our virtual 3D world Twinity.

We are seeking an experienced and proactive business individual with an existing network in the media and marketing industry. You will need to have a robust understanding of contractual law and exceptional skills in defining cooperation strategies and managing a partner network.

We are looking for an individual with a strong experience in acquiring and maintaining relationships to senior level executives.

Your responsibilities:

- Set up and manage a successful partner network to support rapid content and community development
 - design a partnership program
 - acquire new commercial partner
 - manage existing partnerships
 - develop and execute the annual and ongoing planning process, setting annual strategic objectives
- Negotiate contracts
- Achieve and monitor revenue goals under given budget
- Handle resolution of business issues with partners
- Build international internal organization

Your profile:

- MBA or equivalent
- Minimum of 8 years working experience in marketing, sales and/or business development in an internet, media or FMCG company
- International experience
- Proven track record of partner management experience including solid history of revenue building successes
- Project management experience and ability to handle multiple time-sensitive projects
- Strong analytical skills regarding contractual, technical and financial issues with partners
- Excellent negotiation and presentation abilities

- Preferably high level of internet affinity and knowledge of Web 2.0 and 3D applications as well as computer and video gaming
- Self dependent and goal-oriented working manner
- Highly motivated, team-oriented, flexible and able to work under pressure

- Capability of estimating the potential of HTML, PHP and other programming languages

If you want to explore new worlds with us and meet these criteria, send your CV - preferably electronically - to:

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