



**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:

## ***Business Development Manager***

We are seeking a Business Development Manager with excellent communication, business development, and sales skills. As an ideal candidate you are an experienced and proactive business individual with an existing network in the media and marketing industry.

### **Key Responsibilities:**

- Identify, develop and negotiate business development relationships
- Use market and product knowledge and analytical skills to evaluate prospects and source new leads
- Manage client and internal communications
- Work with internal resources to develop sales presentation materials tailored to the accounts
- Make formal sales presentations to prospective business accounts
- Develop budgets and project estimates

### **Your profile:**

- 3+ years of working experience in marketing, sales and/or business development in an internet, media, FMCG or consulting company
- MBA or equivalent
- Deal negotiation or client management experience and ability to structure complex business transactions
- Relationship-building skills at the senior management level and above
- Project management experience and ability to handle multiple time-sensitive projects
- Excellent negotiation and presentation skills
- High level of internet affinity and knowledge of Web 2.0 and 3D applications as well as computer and video gaming
- Self dependent, goal-oriented working manner
- Strong analytical skills
- Highly motivated, team-oriented, flexible and able to work under pressure

**If you're interested in exploring new worlds with us and meet the above criteria, please send your resume, a cover letter highlighting relevant experience and past projects and your salary expectation to:**

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