

**Metaversum** develops and operates the 3D online world Twinity, which is currently in open beta. Twinity is unique in applying virtual world technology to real people and real cities. Twinity is building realistic replicas of the world's most vibrant cities in 3D, starting with Berlin, with cities like London and Singapore set to follow this year. Twinity members can create a realistic avatar, explore real cities virtually, move into a 3D home, chat with friends, work, get creative, or just have fun together. Twinity also offers businesses new ways of engaging with real people in real virtual cities. Founded in July 2006 and financed by leading venture capital firms, Metaversum has offices in Berlin, Kiev, and Singapore. More information can be found at [www.metaversum.com](http://www.metaversum.com) and [www.twinity.com](http://www.twinity.com).

**Career at Metaversum:** Working in the Asian head office of an innovative web start up puts you in the right position to shape the Singapore launch and sales efforts. You will be responsible for setting up and leading the launch and sales activities and driving the further growth and monetization strategy for Singapore and Asia. You'll have the chance to work with an international team right from the start and see your strategies and tactics deployed when the first Asian virtual city, Singapore, is launched.

**To strengthen our team in Singapore, we are currently looking for a:**

## ***Senior Manager Business Development***

### **Key Responsibilities:**

- Development of business case for Singapore based on the overall business case for Twinity
- Implementation of city market entry and sales concept for Singapore and Asian expansion strategy
  - Marketing and sales activities
  - Project Management
  - Build up, development and management of business partnerships
  - Monitoring of city budget
- Cooperation with international marketing team to improve marketing effectiveness and to incorporate city specific ideas
- Cooperation with strategic partnership team to acquire new partners on a city level and provide city specific content and campaigns

### **Your Profile:**

- Excellent post-graduate degree - MBA or equivalent education
- Strong background in marketing or business development: 4+ years of working experience, ideally in e-commerce or media. Candidates with consulting background also welcome if online and business development affinity is given.
- Very strong analytics and excellent business judgment
- Outstanding implementation skills and able to work under time and resource pressure
- Creative spirit and good communication skills
- Comprehensive network of contacts in Singapore
- High level of internet affinity and knowledge of Web 2.0 applications
- Self dependent and goal-oriented working manner
- Strong team leader
- Highly motivated and team-oriented

### **What we offer:**

- Innovative, world-wide unique product
- Independent and innovative culture
- Pioneer spirit and excellent team



**Does this sound like you? If so, please send us your CV and a letter of application highlighting relevant experience and past projects, your salary expectations and stating the earliest date on which you could start.**

**Metaversum Asia Pte Ltd**

9 Jurong Town Hall Rd, #03-23 iHUB

Singapore 609431

Singapore

[jobs-sg@metaversum.com](mailto:jobs-sg@metaversum.com)

(E-mail applications preferred)

**Metaversum GmbH**

Rungestrasse 20

10179 Berlin

Germany

[jobs@metaversum.com](mailto:jobs@metaversum.com)

(E-mail applications preferred)