



Smilegate®

Senior Business Development Manager ♦ 韓国本社ของเกม会社 ♦ 日英/日韓バイリンガル募集

ゲーム・アニメなどエンタメ業界の経験を活かす/日本・アジアのマーケット拡大に貢献

Job Information

Hiring Company

Smilegate Megaport Japan

Job ID

1472126

Industry

Gaming

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ 13 million yen

Refreshed

May 6th, 2024 07:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Other Language

Korean

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Job Type: Business Development Manager

Position Type: Full Time

Education: Bachelor's Degree required

Overview

Smilegate, a leading force in the video game industry and the creators of Crossfire, the world's #1 online first-person shooter game, is also renowned for developing Lost Ark, an acclaimed MMORPG celebrated for its engaging gameplay and expansive world. With a mission to pioneer new innovations, Smilegate continues to make significant strides in delivering

exceptional games and interactive experiences across the global entertainment landscape.

Our Tokyo office is now seeking a highly motivated Business Development Manager to join our team. This role is instrumental in expanding Smilegate's presence in Japan and other Asian markets, focusing primarily on cultivating strategic partnerships with game developers and aligning these collaborations with the company's strategic goals. The ideal candidate will possess a deep understanding of publisher-to-developer relationships within the video game industry and the ability to forge new opportunities that resonate with the innovative spirit of Smilegate, the company behind both Crossfire and Lost Ark.

Responsibilities

- Develop and manage robust relationships with Japanese and Asian development studios and key industry talents.
- Facilitate strategic partnerships and transactions with development studios to bolster company growth.
- Engage with partners worldwide, from small startups to major corporations, exploring collaborative opportunities.
- Support internal studios in establishing work-for-hire partnerships for game development and co-development projects.
- Evaluate and finance new original IP game concepts.
- Organize and coordinate game pitch meetings, playtests, and key trade show meetings.
- Conduct due diligence visits to developer studios.
- Negotiate high-value deals with complex terms.
- Collaborate with multiple internal teams for project evaluations, P&L development, and deal negotiations.
- Prepare and manage internal and external presentations and sales pitches.
- Maintain the internal business development database.
- Sustain relationships with top-tier IP holders in the gaming industry.
- Research and document market insights and trends in the Japanese and Asian markets.
- Support Smilegate leadership and executives during international business travels.

Required Skills

Qualifications

- Must have an existing network of game developers and industry professionals in Japan and Asia.
- Passionate about video games (PC, Console, Mobile, VR, etc.) and knowledgeable about global game development studios.
- Skilled in cross-functional collaboration, supporting various internal departments and stakeholders.
- Proficient in building relationships with development studios of all sizes.
- Experienced in initiating, evaluating, and executing strategic partnerships.
- Strong communication, interpersonal skills, and a result-driven mindset.
- Detail-oriented and exceptionally organized.
- Capable of multitasking in a fast-paced environment.
- Proficient in PowerPoint.
- Willingness to travel extensively within Japan and internationally.

Preferred Qualifications

- Bachelor's Degree required.
- Extensive global network of game developers.
- Previous experience in M&A.
- MBA preferred.
- Bilingual in Japanese and English. (OR Japanese and Korean)
- Note: All candidates must be eligible to work in Japan. Visa sponsorship is not available.

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Company Description