



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

募集職種

採用企業名

合同会社スマイルゲート・メガポート・ジャパン

求人ID

1472126

業種

ゲーム

会社の種類

外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

700万円 ~ 1300万円

更新日

2024年05月06日 07:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

その他言語

韓国語

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

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.

スキル・資格

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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会社説明