

Business Development Manager (Gaming)

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Company: Scrambly

Location: Denmark

Category: other-general

Direct publisher and mobile-first marketing platform designed to help brands and agencies connect with new audiences through rewarded advertising.

Our platform is specifically designed to break the mold and turn reward audiences into loyal customers that businesses of all sizes can rely on.

Scrambly stands at the forefront of innovation in the gaming and technology sector, offering a unique platform that combines a loyalty rewards app with strategic user acquisition services for app companies worldwide. We are dedicated to continual growth, transparency, and the relentless improvement of both our team and our products.

The Role

Job Overview

We are looking for a talented and driven Business Development Manager to spearhead our efforts in attracting app and game advertisers for our App User Acquisition services.

The ideal candidate will be an expert in full-cycle sales, including outreach, onboarding, negotiation, closure, and upsell. This role requires someone with a deep understanding of the gaming and app industry, and a proven ability in similar positions.

Key Responsibilities

- Develop and implement a targeted sales strategy to expand our client base in the app and game advertising sector.

- Conduct full-cycle sales outreach, from initial contact to negotiation, closing deals, and

managing upsell opportunities.

Participate actively in industry conferences and events to promote Scrambly and identify potential business opportunities.

Use existing networks and build new relationships within the app user acquisition and gaming communities.

Collaborate closely with internal teams to align our service offerings with client needs and market trends.

Provide insights into market demands to aid in the ongoing development and innovation of our services.

Ideal Profile

Qualifications

At least 2 years of experience in a business development or sales role, preferably within the app user acquisition or gaming industry.

Demonstrated success in full-cycle sales, including outreach, negotiation, and deal closure.

Strong networking skills, with existing connections in the app user acquisition or gaming sectors.

C1+ level proficiency in English, both spoken and written.

Excellent communication, negotiation, and relationship-building skills.

Ability to work independently and as part of a diverse, global team.

Willingness to travel for business development purposes.

What We Offer

A dynamic role in a rapidly growing, innovative company.

Opportunities for career advancement and skill development.

Competitive salary with performance-based bonuses.

Flexible work arrangements.

A collaborative and inclusive work environment.

What's on Offer?

A role that offers a breadth of learning opportunities

Leadership Role

Work alongside & learn from best in class talent

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