

We are currently looking for an experienced Business Development Manager who will be responsible for driving the growth and development of our sportsbetting product. In this role you will take the lead in raising the company's sport profile on the Bulgarian market in close cooperation with our Brand Manager.

In this position, you will be responsible for preparing and implementing a strategy for identifying the target customers, their acquisition and retention, as well as maximizing their lifetime on the website. Growing the customer base and increasing the sportsbetting revenue stream will be your main KPIs. You need to have tenacity to network and develop new opportunities within this competitive market. As well as excellent knowledge of the sports market you should have a high level of technical competency and be able to understand the product deeply in order to sell it effectively. You will be involved in the technical development of the product, risk management, marketing, customer service, affiliate and all other aspects of the business, which must contribute towards the set targets.

We are looking for someone who has the following knowledge, skills and experience:

- At least 3 years' experience in the gambling industry, more specifically in sportsbetting
- At least 1 year experience as a sports trader
- Deep knowledge and understanding of the typical behavior of the sportsbetting customer
- Keen interest in the gambling industry and sports
- A university degree in management, sales, marketing or similar
- Fluency in English
- Proficiency in Microsoft Office

Personal characteristics:

- A self-starter and decision maker
- Willingness and ability to generate ideas and lead them to successful implementation
- Proven business acumen
- Strong strategic outlook, with excellent problem solving and decision-making skills
- Ability to work well under pressure and to prioritize responsibilities
- Excellent communication skills

What we offer:

- Competitive salary;
- Young, positive and stimulating work environment;
- The opportunity to learn, grow and develop your career further;
- Positive and relaxed working atmosphere;

If you want to work in an exciting, challenging environment within a highly interesting and fast developing industry, then please apply with your CV to the link below.

If our notice of interest to you, please send your CV with a recent photo to e-mail: m.shuleska@casinosolutions-bg.com

We will be contacted personally with shortlisted candidates to invite them for an interview.

Deadline: 11.05.2017