



<http://nge.io/8302/>

## Account Manager I

### Description

#### HERE'S THE DEAL

We are a full-service esports company that creates, manages and monetizes competitive video game leagues. We build a title's competitive community from the ground up, growing it into a unique, professional and world-class esports operation. We manage all league operations and produce expert live entertainment in-studio or at stadium-sized venues. We deliver monetary results by authentically translating our publishers' and brand sponsors' business outcomes to this massively diverse community.

We seek out ambitious partners and are the leading esports company for new gaming titles.

We are experiencing breakneck growth and are looking for an individual that loves to make connections and steward lasting business partnerships; for someone who gets fired-up thinking about executing on ambitious esports products alongside the next generation of esports developers and publishers and our expanding, high-energy team. We want someone who pushes back on the status quo and does things faster and better – because that's what gets them out of bed in the morning.

As a wise old man once said, "It's dangerous to go alone, take this!"

### Responsibilities

#### WE NEED YOU TO

- Work with a world-class team to help shape the future of online esports entertainment
- Interface directly with clients to develop NGE business interests, establish client goals, define project scopes, and close deals
- Develop and present proposals to existing partners, solicit client feedback, and increase value of managed accounts
- Work with internal product teams to understand, improve, and iterate on client presentations
- Act as the primary point of client escalation for assigned account's complete production, marketing, creative, data and other project-related needs
- Collaboratively work to align internal NGE stakeholders, creatives, production specialist, and subject matter experts to increase client satisfaction on assigned projects
- Conduct client, industry, market and consumer research and intelligence
- Demonstrate a deep and expressive passion for esports and competitive video gaming
- Possess significant background and work experience in esports,

### Employment Type

Full-Time

### Job Location

Burbank

### Date posted

January 21, 2019

competitive gaming, sports, or live entertainment broadcasts, ideally having executed in specific roles at a esports publisher, esports developer, esports production company, esports platform, or other esports endemic company that involves frequent game publisher contacts

- Be highly collaborative and solutions-oriented, growth mindset, and able to adapt to and thrive in organizational change and rapid growth
- Possess experience getting in the room face-to-face with prospective and existing clients and a track record of client-facing execution and solving client's problems
- Rapidly establish rapport with any industry contacts
- Assist in the creation and organization of key project collateral
- Execute projects on schedule, on budget while tracking time, invoices and other details
- Understand diverse gaming communities and maintain deep knowledge of influencers, player-base, developer, and competitive ecosystem of assigned game IPs
- Create client proposals, budgets, schedules, strategy and all other esports proposal components
- Ideally, possess specialized experience in esports industry categories or game genres and bring external relationships and value to table
- Demonstrate independence, ability to spearhead initiatives, strong communication and writing skills, and comfort with extemporaneous speaking
- Demonstrate cross-functional collaboration and organizational empathy
- Fanatically deliver the best customer experiences possible
- Other tasks as assigned

## **Qualifications**

### **YOU MUST HAVE**

- Passion for video games and interactive media
- Must have experience in Business Development and Account Management
- A track record of excelling with little supervision
- Experience managing multiple priorities in high-stress, time sensitive environments
- The desire for a fast paced, entrepreneurial environment

**Reasonable Accommodations Statement:** To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. Reasonable Accommodations may be made to enable qualified individuals with disabilities to perform the essential functions.

### **YOUR BONA FIDES**

- **Experience:** 3 or more years sales, account management, or business development experience, OR experience working directly with esports publishers and developers

### **OTHER**

- **Work Schedule:** Be prepared to help build something great and work long hours, including occasional evenings and weekends
- **Amount of Travel Required:** Frequent

**Work Environment:** Typical office, travel (trains, planes, and autos), studios and on-location environments

### **Job Benefits**

*The Company has reviewed this job description to ensure that essential functions and basic duties have been included. It is intended to provide guidelines for job expectations and the employee's ability to perform the position described. It is not intended to be construed as an exhaustive list of all functions, responsibilities, skills and abilities. Additional functions and requirements may be assigned by supervisors as deemed appropriate. This document does not represent a contract of employment, and the Company reserves the right to change this job description and/or assign tasks for the employee to perform, as the Company may deem appropriate.*