

Sales Executive - Online Gaming

Job Description We are currently seeking a Sales Executive for a leading sports betting company. The Sales Executive will be responsible for business growth, identifying, approaching and onboarding potential new clients. This role would be well suited to an experienced Sportsbook & Casino professional with a strong knowledge of sportsbook & Casino industry and a background in Business Development or high value VIP Management within the sports betting industry.

Responsibilities:

- Identify, organize, negotiate and secure opportunities to grow the business
- Develop and implement business plans to meet the company's commercial objectives
- Build and maintain relationships with clients
- Provide business insights and requirements for product development team to continuously improve the product
- Work closely with internal teams to design, adjust and review operational processes to meet the demand and challenges of the market
- Forecast business targets and ensure they are met by the team
- Track, record and monitor activity on accounts
- Maintain excellent market product and landscape knowledge for regular feedback into team

Requirements:

- Experience in a similar position within the online gaming industry
- Strong sports betting knowledge
- Have excellent communication skills and is committed in promoting the best customer experience
- Ability to innovate, develop, and drive creativity and inventiveness within the organization's business development strategies
- Strong interpersonal skills, with the ability to represent the organization to potential partners and clients, as well as listen and respond to stakeholders
- Ability to thrive in a fast-paced, results-oriented, and collaborative environment
- Flexible to travel