

The international developer of social and strategic simulations and serious games in the area of climate change and sustainability is looking for a candidate for a post of

BUSINESS DEVELOPMENT MANAGER

LOCATION: WROCŁAW

The **Centre For Systems Solutions (CRS)** is an international organization established in 2005 with an aim to develop and apply innovative methods and system tools and technologies, including digital multiplayer games, board games and role-playing simulations. They are used to support research, education, and policy experimentation in the area of sustainability.

THE ROLE

As a person responsible for guaranteeing CRS recognition and stable income flows on an increasingly competitive market of serious games and simulations, you will be asked to identify and exploit future market prospects in order to prepare and implement an effective sales strategy. We expect you to think beyond meeting sales targets, as we are looking for someone who understands and appreciates the unique character of our products and is willing to spread their idea across governments and academic and business circles in Poland and abroad.

KEY REQUIREMENTS/EXPERIENCE

- Minimum 3 years' international business development experience
- Creativity, innovative marketing approaches, ability to promote niche products and services
- Proven successful track record in sales and business development (especially with niche products and services)
- Key account management skills
- Ability to work under pressure and low budget
- Experience in managing a sales pipe using CRM
- Fluency in Polish and English (C1 level is a must)
- Work management and prioritizing skills
- Practical knowledge of MS Office (Excel, Word, PowerPoint)
- Accuracy, flexibility, conscientiousness, self-managing, responsibility - these are not clichés - we are really paying attention to these

KEY RESPONSIBILITIES

- Building and maintaining promising relationships with individuals and organizations willing to explore the potential of serious games and simulations
- Popularizing our products (serious games and simulations) and services (workshops and online/face-to-face trainings) among governments, academic and business circles
- Developing and implementing an effective sales and marketing strategy
- Identifying and managing business leads and opportunities
- Travelling to networking events and conferences
- Effective communication of market research findings, delivery of relevant market recommendations, assessment of business risks, counselling on sales & marketing strategy, research-based product development
- Executing operational tasks related to an initial phase of sales: e.g. price negotiations, purchase orders, coordination of first delivery

NICE TO HAVE

- Experience in the e-learning area
- Commercial marketing experience
- Knowledge of and experience in the area of sustainable development
- Experience in working for the benefit of society and the natural environment
- Experience in working with academics and policy makers
- Another foreign language

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WE OFFER

- Employment contract
- International and inspiring working environment
- Flexible work time (40 hours per week)
- Decent salary based on track record and qualifications
- Friendly work atmosphere
- Involvement in international projects where simulation games are used for business, science and the environment

If you have the qualifications described above and would like to apply for the position, please send your application (CV and cover letter) in English via Aplikuj. Please, mind that we reserve the right to reply only to the selected candidates. Applications without a cover letter will not be considered.

Please send your CV and cover letters to: rekrecja@crs.org.pl (entitling the email "Sustainability Expert"). Don't forget to enclose the following annotation: *"I agree to the processing of my personal data by the Centre for Systems Solutions Association for recruitment for the post of Organizational Assistant in accordance with Art. 6(1)(a) of the Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation)"*

In order to ensure compliance with the GDPR, we would like to inform you that we intend to store your personal data on the G Suite platform owned by Google LLC. The data will be stored on a server located in the USA. To dispel your doubts, we would like to assure that your data will be safe, as Google LLC joined the Privacy Shield program and provides the appropriate level of personal data protection required by European regulations.

In reference to this, please read the information below:

In accordance with art. 13 of the General Regulation on the Protection of Personal Data of 27 April 2016 (Official Journal of the European Union, L 119, 4 May 2016), we inform you that:

1. The administrator of your personal data is the Centre for Systems Solutions Association, based in Wroclaw 50-305, ul. Jaracza 80B/10, Poland;
2. Your personal data will be processed for the purposes of conducting correspondence pursuant to the Article 6(1)(a) of the General Data Protection Regulation of 27 April 2016;
3. Your personal data will be stored for the duration of this recruitment;
4. You have the right to access your data and the right to rectify, delete, limit processing, the right to withdraw consent and the right to move data;
5. You have the right to lodge a complaint with the supervisory body;
6. Providing personal data is voluntary but necessary to consider the offer as part of the recruitment process.

You can withdraw your consent at any time by sending an e-mail to gdpr@crs.org.pl

We reserve the right to contact only selected persons.