



What you'll do

You'll have opportunities to speak up, solve problems, lead others, and be an owner every day as you...

- collaborate with stakeholders across the company (Engineering, Marketing, Sales, Finance, Legal) in the development of business and product strategy
- maintain a network of relationships across the industry with partners, potential partners, competitors, investors, and thought leaders. You'll leverage these relationships to identify opportunities and execute transactions
- manage day-to-day relationships with key global partners and find ways to leverage the partnership to expand internal goals
- monitor complex deal performance and track efficacy relative to expectations post-close
- maintain ongoing relationships with partners to ensure commitments are fulfilled
- oversee a deal from start-to-finish, work to identify the opportunities, build the business case, gain approval from business leaders, Legal, and Finance, and execute the deal
- identify key milestones, metrics, and measure success
- the ability to travel up to 50% post-Covid

Sound Like You?

You might be just who we're looking for if you have...

- a Bachelor's degree in Business or a related field, or equivalent alternative education, skills, and/or practical experience
- strong analytical and interpersonal skills
- the ability to lead through ambiguity and drive toward successful outcomes
- the ability to think and react in real time while dealing with global partners that have missions that may not align with our own
- the ability to work well under shifting conditions with competing priorities and demonstrate agility in generating solutions to new and ambiguous situations
- motivation, creativity, adaptability, unquestionable ethics and integrity, bias towards data-based decision making, and a willingness to take calculated risks
- strong 360-degree strategic thinking
- the ability to create great end-to-end customer experiences in gaming and innovations in business models and partner alliances
- the ability to influence and drive results in a complex business environment, including the ability to communicate and influence all levels from senior executives to working groups and all functions
- the ability to independently lead cross-disciplinary virtual teams and drive key business development initiatives for moderately complex deals from creation to implementation in partnership with company executives

Application: contact@haptology.com

We're hiring Business Development Manager

Cracow

As a Business Development Manager, you'll drive the growth of the Haptology business through partnerships. You'll lead key partnerships from initiation through to completion. You will work across functional teams. The role will serve as a key manager for the Gaming and Location Based Entertainment business responsible for identifying partnership opportunities and driving engagement, operations, and execution success.

Let's go beyond vision. Haptology solutions will deepen the experience of spontaneous interaction with the machine, eliminating distance and other limitations related to the mechanics of physical, visual or voice interfaces. We create a new physicality, this time virtual, expanding the spectrum of interactive sensations with a tactile dimension.

Our company (www.haptology.com) aims to redefine the way people understand digital content as something that can be touched and felt. Haptology uniqueness consists of double modality integration for Immersive Presense Interface; kinetic controller and tactile feedback. These two components allow user not only to interact with digital (graphical) content in natural and seamless way, but create touch sensations, that no existing controller, whether miniaturised, hand sized either fitted to fingertip, provided till now.

www.haptology.com

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