



Wyższa Szkoła Ekonomiczna w Białymstoku  
Biuro Karier  
Agencja Zatrudnienia (nr rejestru 376)  
(nr oferty pracy 1/25)



**Kontakt:**

info@aethersky.com

**Digital Sales Executive**

Aether Sky is a new video games publisher and distributor. In under 3 years since starting, we have established partnerships with many leading gaming companies globally – some of the IP in our portfolio include Peaky Blinders, Doctor Who, Game of Thrones, Warhammer and Pathfinder.

Aether Sky's first exclusive title is also due for release in 2024 and the newly formed publishing team is growing.

The founder is looking for a Digital Sales Executive to work directly with them to help grow the company through its first scaling period. This can be a multifaceted role and we are mostly looking for the right type of individual – the exact responsibilities can be adjusted for the right person. You can expect support and mentoring to become an integral part of the company.

This is an opportunity to join a new and fast-growing games company establishing its foothold in the industry. There will be the potential to grow and develop along with the company, as well as establish yourself in the industry.

Key areas of responsibility may include:

- Business Development: Scouting, negotiating with and signing new game developers and publishers to bring their titles to our distribution network across PC, Mobile, VR and HTML5 platforms.
- Liaison: Acting as the point of contact for existing developer, publisher and distribution partners to maintain relations and optimise business activities.
- Operations Management: Being responsible for the technical, marketing and administrative elements leading to successful games projects and sales.
- Promotions Management: Ensuring our catalogue of games is actively promoted through our distribution network, finding and negotiating opportunities to feature them.
- Representing the company at trade shows internationally.



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**Requirements:**

- Knowledge of and genuine passion for the video games industry, at least from a consumer perspective. Previous industry experience beneficial but not essential.
- Fluent or Native level English. Other languages a bonus.
- Strong communication skills and confidence, both written and verbal. Ability to understand the needs of different parties to effectively communicate and negotiate to achieve desired outcomes for all stakeholders.
- Ability to present one-to-one and to groups.
- Proven organisational and time management skills.
- Commercially-minded, with ability to demonstrate a solid understanding of business, marketing and sales.
- Ability to work under pressure and to take a can-do, positive, problem-solving approach.
- Ambition and drive to succeed; able to take the initiative and lead the way on new opportunities and projects.
- Proficiency with Microsoft Office