



Opportunity at Games2Win!

About Us:

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Games2win (G2W) is one of the fastest growing online gaming companies in the world and features in the top 50 online gaming destinations in the world as per the latest comScore reports. G2W is funded by leading top tier investors such as Clearstone Venture Partners, Silicon Valley Bank and Nexus India Capital. G2W owns and operates www.games2win.com –a massively popular flash gaming website with over 5 million unique visitors a month, Inviziads (www.inviziads.com) - a unique in-game advertising network and www.gamecurry.com - the world's first flash games search portal.

The founders of G2W Inc are Alok Kejriwal - serial entrepreneur See - ([google link](#));([linkedin link](#)), and Mahesh Khambadkone -an online gaming specialist See - [linkedin link](#)

What's the opportunity?

Position: Sales Head – Games2win

Reporting into : The CEO of the company who is Alok Kejriwal

Based in – Mumbai.

Age & Experience - Above 30 so a minimum 8 year work experience minimum

Background – New media sales background (having worked in a website or online ad network) would be most preferred.

Television/Print/Radio/Interactive Media Agency/media sales experience would be positive.

Knowledge of how media is bought will be critical

The person must be a team player, capable of building teams and also working very closely with colleagues, external agencies, and most importantly taking

ownership of setting and then achieving targets and reaching key revenue milestones for the company.

What the job is all about - Role & Responsibility:

The person will play a hands-on role of the sales and revenue generation business for games2win by selling inventory, innovations, & games etc on our websites and the Social Media Games we own and operate. The key roles will be:

- Meeting and constantly liaising with all external media agencies (Grey/ WPP / Lintas /Group M/ Interactive Avenues / Quasar/ Media2win / Ogilvy One) and convincing them to buy advertising inventory on games2win.com.
- Meeting key clients (advertisers) and representing games2win and what we can do for them
- The above would involve traveling and visiting markets such as Delhi and Bangalore on a regular basis.
- Helping price the inventory and other offerings basis market and competitive conditions on a time to time basis.
- Building a team of Sales Managers who will report into the candidate and managing the subsequent team end to end (hiring, setting targets and goals, evaluation etc)

Games2win has already executed advertising campaigns for clients such as MSN (Microsoft), Intel, L'Oreal, Cadbury's, Marico, ICL, Tata Sky, MTV and Toyota amongst many other Fortune 500 companies.

The person will be supported by Alok himself and the group companies (contests2win's) sales team regards contacts and introductions. Also, the person will receive full support from the publishing head, portals head and the products head – all of whom are fully functioning heads in the games2win business.

Remuneration - As a practice, we have typically matched candidates existing packages + ADDED on lucrative performance incentives and of course ESOP's.*

* in the exit of mobile2win China to Disney – the group has now a proven track record of demonstrating how valuable its company esops can be.

The idea is to make the candidate actually take an ownership role and then provide additional compensation on performance.

Growth and prospects - This is a huge opportunity for someone who wants to be associated with ONLINE GAMING as an industry and be responsible for scaling up a start up venture to a large business. The scope to experiment, innovate and pioneer sales ideas and concepts will be enormous. The success in selling a start up website and get top class advertisers on board will be a very impressive credential for any Sales professional. The internet market has just begun to grow in India and the candidate can look forward to a very long term vertical growth curve in this industry.

The candidate can vertically grow into a /Sales Director/COO or CEO type management position as he/she scales up.

Contact – Alok@games2win.com.