



# Video Game Business Development Associate

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## Like it when people are playing games with you? Read on!

We are looking for eager, enthusiastic, and engaged individuals to continue our non-hostile take-over of the hearts and minds of the videogame industry! The Video Game Business Developer must always be on the prowl for new clientele -ready to make deals with publishers for Nintendo, Sony, and Microsoft, and bring unique and exciting projects to Joydrop, whether it be for the Switch the PlayStation (PSVR too), Xbox One, or even augmented reality for the HoloLens. The clientele you'll befriend will be lovers of all types of video games, just like you!

## Must Haves

- Minimum 6 months of direct sales experience such as door-to-door sales or cold- calling in direct phone sales
- Documented ability and experience in closing sales on items like insurance, vacuums, subscriptions, software, or other hard-to-sell products
- A high-energy love of dealing with people; naturally open, friendly, and congenial
- Communication skills, oral, verbal, and written (bonus points for a love of using your public speaking abilities)
- A fondness for talking on the phone
- Ability to multi-task and excel in a fast-paced environment, with a drive to get stuff done!
- Familiarity with Microsoft Word and Excel or the Google Suite
- Intensely and almost rudely passionate about games
- Partiality to traveling

## Nice to Have

- Game industry experience Don't have any? Not a problem! We can teach anyone as long as they have passion for the industry. Convince us to hire you with a cover letter about your gaming passion and how:
  - your favourite books include The Way of the Wolf and Blood, Sweat and Pixels
  - your favourite YouTube documentary is "The Story of Tetris" by the Gaming Historian
  - industry conferences excite you to no end
  - you're glued to live streams of E3, IGN, or console manufacturers for big announcements
  - you're curious about the experience of starting a game company, but don't have the connections, funding, and/or skills to make games yourself
- Own 2+game consoles and play games whenever you get the chance
- High tolerance for alcohol and bad golfers



## Responsibilities

- Follow up with existing leads primarily over the phone and /or email
- Develop new relationships with clientele interested in creating games
- Write sales proposals and project overviews
- Deliver sales presentations and close new work
- Represent Mikutech and Joydrop at industry conferences in California, Quebec, Germany, and other locations around the world

## Required for Application

- Customized coverletter
- Sales-oriented resume
- References
- Willing to live in or commute to London, Ontario

## Compensation & Hours

- Full-time or part-time position
- Commission + salary, based on experience

## About Joydrop/Mikutech

Joydrop/Mikutech is a full-service agency specializing in making video games. Under the branding of Joydrop, we make entertainment for the consumer on Nintendo Switch, Sony PlayStation, Microsoft Xbox One, mobile, and PC. Mikutech is our brand for serious gaming solutions involving medicine and training, and augmented and virtual reality. Both brands were established by Mark Mikulec, a veteran game developer on titles like Warframe and Bioshock, an architect of 3D graphics engines and a visionary who has been at the forefront of VR/AR long before its recent popularity.

Working at Joydrop/Mikutech means working elbow to elbow with respected industry professionals and up-and-comers in code, art, and design. It also means you'll not only be given the chance to show off your expertise and finesse, but learn alongside similarly ambitious people.

Mikutech is located in London, Ontario. London possesses a large game developer community and is also a great party town. We believe to work hard, you also need to occasionally party even harder.

The job's requirements may seem daunting, but if you're fresh out of school, you're in luck –we love new grads! Academic experience (via group projects) can count just as much as industry experience.

For further information about Mikutech visit [www.mikutech.com](http://www.mikutech.com) or [@MikutechTips](https://twitter.com/MikutechTips). Apply to [jobs@mikutech.com](mailto:jobs@mikutech.com) and mention this job posting in the subject. For more information about Joydrop Ltd, visit [joydrop.co](http://joydrop.co).