

## **Vice President Global Sales**

**High base plus significant equity**

**London base with extensive travel**

*Founded in 1997, our client is a leading games developer specializing in games for handsets. Their technology is able to Operate across all platforms including Java, Android, BREW etc. They develop for BlackBerry, Windows Mobile, iPhone, PC and interactive TV platforms. Working with developers around the world, they publish their games through extensive distribution network. Moreover, agreements with wireless carriers, including Verizon, T-Mobile, O2, AT&T, Telefonica and Orange, give them the edge. Established partners in over 50 countries include Konami, Electronic Arts, Namco, Oasys and Magma Games.*

Reporting to the CEO you will be based in London, with regular travel to the SW Development Center in Poland. Initially a 'stand alone- hands on' position, as the company gains traction your team will expand.

We are looking for someone who is a consummate collaborator, where internal relationships are as vital as those outside the company. As such, you will:

- Demonstrate success with traditional indirect routes to market
- Have 5+ years of leading complex business development organizations and 10+ years of overall business development experience
- Be established in the enterprise technology space with 5+ years experience of leading complex business development organizations

We are looking for a consummate start up 'entrepreneur type'; who'll demonstrate previous success in 'a get your hands dirty' environment, comfortable working remotely and able to travel extensively.

Interested? Please contact Nigel McNeill-Moss on +44 207 439 1919, or email him at [nigel@prospectmsl.com](mailto:nigel@prospectmsl.com) quoting 8191/NM/CM/VPGlobalSale