**Esports Business & Partnership Development Lead**

*Esports gaming studio seeking exceptional analytical and business development minds to grow our esports partnerships and collaborations.*

We are a HK & SH-based Esports game studio powering the future of competitive gaming. Sounds awesome right? It is! That’s why we’re looking for an analytical and strategic mind who can identify and crunch killer deals & partnerships, negotiate their way into the graces of gods, and calve out new business ventures as easily as putting on their socks.

If you don’t possess a ridiculous drive to build and grow a new billion dollar sporting power (or don’t wear socks!), maybe a job as a grocer would be better suited.

If on the other hand you’re already salivating at the thought of global domination, you’re in the right place!

You crazy-smart kids will:

* Be a core member of a team of game industry veterans, leading our business and partnership development as well as being a key component of our company culture!
* Create strategic initiatives to grow the platforms content, usage and visibility
* Identify, pursue and execute business partnerships, collaborations and sponsorship deals across Asian markets and locals
* Formulate key business relationships that drive company and platform growth
* Provide key insight into new platform and business requirements, features and partnership requests
* Analyse and provide business insight into new markets, opportunities, collaborations in addition to reporting on core metrics
* Manage partnership and business relationships
* Setup and manage any services and systems that further support your business and partnership development activities
* Collaborate cross-functionally to gain insight and provide sharings
* Contribute ideas and clear actions on how to further CAPSL’s mission to Power the Future of Competitive Gaming
* Be accountable for recruiting, training, and continually improving any team additions
* Embrace others success as if it were your own
* Be willing to encounter new and unfamiliar situations

You can compete with the best in:

* Deal making with both SME’s and MNC’s, across multiple regions
* Hold your own in at least 1 competitive game (no matter how niche!)
* Identifying big-picture plays, filter, and execute against the key items that are most likely to get to a win-state
* Identifying others needs, and applying the company’s services as a solution
* Communicating - From presenting in front of small and large audiences, to 1-on-1 conversations, in order to gain trust and buy-in from others
* Solving problems that either others don’t see, or others are unable to fix
* Managing multiple projects and accounts simultaneously, but without becoming phased - You know how to organise like a Zen master!

You also have:

* An understanding of blockchain principles, technologies, and applications, or can ramp up quickly
* Worked in or are keen to understand the games and esports industry
* A passion to execute iteratively - Scrum, Agile, and Lean are your friends, whom you love deeply
* A passion for cutting edge technologies and businesses built on-top of them
* Some serious kick-ass score in some game no-one has ever heard of
* Working proficiency in English, and ideally Cantonese and/or Mandarin.

We provide:

* The opportunity to shape an entirely new emerging vertical of the games industry
* The opportunity to build relationships with some of the industries most influential groups
* The chance to sculpt a no-bullshit company culture worth your valuable time, sweat and tears
* The ability to shape your career in the company - We’re a small but rapidly growing team, with a tonne of opportunity
* MPF
* Stock options
* Compensation to be discussed - We’re a start-up, but want you to feel secure so you can focus on being the cool kid on the block

To apply:

* Send an email to [info@capslent.com](mailto:info@capslent.com)
* Include your resume, update-to-date LinkedIN Profile and description about how you meet the above points.
* Include links to any projects you have worked on along with your application
* Title the email **CAPSL Core [Position Name] [Your Name]**