



You are an enthusiastic professional with excellent soft skills looking to prove these whilst working for one of the leading providers for Direct Carrier Billing? Take a leap and experience how a mobile device turns into a progressive payment instrument for online and physical goods, such as e-publishing, video on demand, online gaming, digital music or ticketing. Direct Carrier Billing meanwhile ranks as the top number three payment option at Facebook and is a vital and irreplaceable part of today's mobile payment landscape.

DIMOCO Carrier Billing is a regulated payment institute, holds a payment services act license granted by the Austrian Financial Market Authority and enables over 1.5 billion people to purchase goods and services from content providers through their mobile devices.

Our international team, shaped by 20+ nationalities, offers space to add your personal note, combined with direct responsibility and ownership of your projects. Flexible working hours support your work live balance. You are just the person we are looking for if you want to become a vital part of our young, motivated and entrepreneurial team in a modern environment!

Due to the growing demands of our services we are now recruiting for a

## **Junior Business Development Manager, iGaming (f/m)**

### **- Direct Carrier Billing -**

#### **Your mission:**

As a Junior Business Development Manager, you have a passion for the online gambling industry, preferably a good understanding of business development strategies within the field of a payment institute, strong communication skills and an entrepreneurial mindset.

You'll improve and grow a business, by fostering and developing relationships with customers, suppliers and other partners. You'll also increase profitability through careful strategic planning and positioning in the appropriate markets.

#### **Your challenges:**

- Identify new business opportunities - including new markets, growth areas, trends, customers, products and services
- Seek out appropriate contacts in an organisations
- Meet with customers/clients face to face or over the phone
- Understand the needs of your customers and be able to respond effectively with a plan of how to meet these
- Think strategically - seeing the bigger picture and setting aims and objectives in order to develop and improve the business
- Work strategically - carrying out necessary planning in order to implement operational changes
- Have a good understanding of the businesses' products or services and be able to advise others about them
- Ensure that internatl stakeholder are on board throughout the organisation, and understand the need for change
- Seek ways of improving the way the business operates
- Attend relevant seminars, conferences and events
- Keep ahead of trends and changes in the iGaming world

## **Your profile:**

- Completed higher education in Business, Economics or similar
- Proven experience within the online gaming/gambling industry
- Fluent in English, other languages will be an advantage
- Ability to combine business thinking with technological understanding
- Good commercial understanding, results and KPI-driven
- Capability to perform market and competitor analysis
- Willingness to travel
- Exceptional communication skills, both written and spoken
- Be naturally curious, creative and innovative, always looking for different ways of doing things
- Be confident, problem solver and an effective decision maker
- Have the ability to establish a positive, productive relationship with partners

## **DIMOCO's promise:**

- International development opportunities in the growing and trend-setting mobile payment industry
- A varied, challenging and international task awaits you
- We support you: You will receive comprehensive training on our products and systems, as well as a DIMOCO Buddy as an entry aid
- An extremely good working atmosphere - team spirit, passion and collegiality characterise our company
- Flexible working hours
- Employee events

For legal reasons we have to indicate the gross annual salary which starts at € 28,240.00 according to our collective agreement. We are ready and willing to offer you far more than the starting figure, depending on your professional experience and qualifications.

One application – a billion opportunities!

We look forward to receiving your online application: <https://dimoco.eu/contact-form-career/>

## **DIMOCO Europe GmbH**

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