

Director of Publishing Operations (santa clara)

We offer a competitive salary and multiple streams of revenue potential. Additional perks include monthly and quarterly socials, casual dress code, and an enthusiastic team of coworkers who truly love what they do!! We are actively on the lookout for the best and the brightest – if you are a creative, intelligent, and highly-motivated professional with a burning desire to contribute to this rapidly growing and cutting edge company, then we want to hear from you today!

We are currently seeking a Director/Manager of Publishing who will assume a critical role in the management and execution of game publishing operations. The ideal candidate will have strong operations management skills, the ability to be both creative and analytical, fantastic interpersonal skills, and a passion for online games. Within this role, the Director will drive progressive publishing business practice and improvements through thought leadership; cross-functional alignment and delivery of strategic operational programs. This position will report to the COO and take complete accountability for game operations, game revenue, and production team management.

JOB DESCRIPTION

Responsibilities:

- Ownership of the game publishing and game revenue for the North American market.
- Manages multiple teams across multiple products, including setting expectations and holding teams accountable for revenue growth.
- Define overall online game publishing strategy and implementation across multiple game products.
- Build out the infrastructure, process, and metrics to support rapid growth, addition of new games, and addition of personnel.
- Coordinate projects across multiple departments including web design, marketing, engineering, sales, and systems operations.
- Build, run and provide game performance analysis, including revenue forecasting.
- Development of operational best practices.

Qualifications:

- 5+ years building and managing scalable and high performing teams.
- Proven ability to define, set, and track metrics on product performance and customer retention.

- Skillful in defining and implementing processes, procedures, and policy.
- Passion and Knowledge of MMO and/or online games
- BS in Business or Engineering required, MBA/JD preferred
- Ideally has successfully managed or developed a 24/7 operations / customer service environment involving crisis management.
- Ideally possesses a minimum of 2 years of experience at a top-tier strategy consulting firm