Producer - Browser Games (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 an Browser Games Producer who will assume a critical role in the management and execution of browser game related projects. The ideal candidate will have an extensive background in browser and MMO games, strong project management skills, ability to be both creative and analytical, fantastic interpersonal skills, and a passion for online games. This position will report to the COO and take a collaborative approach on overall game operations, team management, and sales.

JOB DESCRIPTION

Responsibilities:

Game Operations:
• Responsible for branding, player acquisition, player retention, revenue projections, data analysis, and overall success of the Browser Games department;
• Manage communications/deliverables across multiple departments including Marketing, Engineering, Product Development, Operations, and Customer Service;
• Work with developer teams to determine what development changes are required in order to ensure games are a success when released to the US market. This also includes communication regarding bugs, patches, content releases, & enhancements;
• Develop strategies to promote the game and actively monitor the gaming community and player behavioral patterns.

Team Management:

• Direct Associate Producers and Game Masters assigned to Browser Games support in testing, community management, sales, and in game events;

• Provide guidance, direction and support to assigned team to ensure milestones are accomplished and schedules are achieved on time;
• Establish and maintain a creative and productive environment through effective team communication

Sales

• Increase user acquisition, spending, retention, and consumption.
• Create and implement virtual item promotions;
• Coordinate and execute scheduled promotions throughout the month;
• Monitor and manage day to day sales to achieve quarterly goals. Achieve goals through quality execution and by meeting market requirements;

Qualifications:

• MUST have professional experience managing/overseeing Browser games initiatives to be considered;
• Excellent written and verbal communication skills;
• Strong organizational, analytical, and presentation skills;
• Able to prepare reports and analyze customers' trend and characteristics;
• Proven ability to take initiative, be proactive, and execute in a fast-paced environment;
• Proven experience in successfully developing and managing people, resources and schedules;
• Bachelor's Degree;
• Strong Project Management and leadership skills.