



DIRECTOR, BUSINESS DEVELOPMENT

EXTERNAL INFORMATION:

LOCATION: US-based, but flexible
TYPE: Full-Time Position
REPORTS TO: Chief Commercial Officer
DIRECT REPORTS: None
IN-DIRECT REPORTS: None

COMPANY PROFILE:

GAN Plc, a publicly traded company listed on the London Stock Exchange, is a leading business-to-business ("B2B") supplier of internet gambling software-as-a-service solutions to the online casino industry. The Company has developed a proprietary internet gambling enterprise software system, GameSTACK™, which it licenses principally to land-based US casino operators as a turnkey technology solution for regulated real-money internet gambling, encompassing internet gaming, internet sports gaming and virtual Simulated Gaming.

Our flagship clients in regulated, real-money gaming jurisdictions include Flutter (d/b/a FanDuel and Betfair), Parx Casino, Ocean Casino Resorts and JACK Entertainment. GAN also is proud to supply our Simulated Gaming services to more than 14 US casinos, including Winstar World Casino and Resort, San Manuel Casino, Stations Casinos, The Borgata, and others.

We have offices in the UK (London), US (California, Nevada, & New Jersey), Israel (Tel Aviv), and Bulgaria (Sofia) and we pride ourselves on the many industry awards we have picked up along the way – latterly for Casino Platform of the Year at the North America EGR awards in San Francisco.

JOB PURPOSE:

GAN is seeking a US-based Director of Business Development for GAN's Social Gaming business arm. Working closely with the Chief Commercial Officer, you'll help build a pipeline of key partnerships, serve as a primary point of contact for business negotiations, lead on partner roadmap planning and successfully close deals.

You will also help maintain and enhance current relationships and drive revenue generation, while acting as expert and point person both internally and externally on high-level partnership matters. The ability to work cross-functionally is paramount, as you will work with our marketing, development, legal, finance and product groups.

DESCRIPTION OF JOB RESPONSIBILITIES:

- Identify new sources of revenue and partnership opportunities
- Craft business terms and manage execution of contracts
- Research and analyse industry/market trends and new business opportunities
- Develop and report on KPI's relative to the Business Development activities
- Help ensure that all requirements (marketing, product, and engineering) are met in order to achieve projected revenue goals

REQUIREMENTS:

- Demonstrated track record of planning, managing and closing complex, competitive partnership efforts and managing overall deal life cycles from negotiation through closing and delivery
- Have the energy and drive to influence decisions internally and with partners
- Must possess good interpersonal and communication skills and strong negotiation abilities
- 7 years of partnerships, market/business development experience and/or consulting/sales experience in the technology and/or casino sector
- Bachelor's degree required; MBA is a plus



TRAVEL REQUIREMENTS:

This role requires extensive US-based travel.

WHAT WE OFFER:

- An opportunity to work in a multinational established company with a start-up feel
- Competitive total compensation package
- Generous PTO program
- 12 Company Paid Holidays
- Generous Benefit Package, including HSA matching, 401(k) matching, wellness reimbursement program, paid maternity leave, and more.