

SHUFL.

EXPANSION MANAGER.

European Shuffleboard owns SHUFL, the fastest growing and only dedicated shuffleboard brand bringing a fun and inclusive social gaming experience to pubs, bars, office and leisure destinations across the world.

Headquartered in Oslo, Norway, since 2009, SHUFL is the number one premium shuffleboard supplier across Scandinavia, Europe and Australia.

Our expertise in this dynamic competitive socialising sector, coupled with our ability to deliver commercial business solutions means we are now expanding our brand portfolio to establish ourselves as the number one social gaming provider in Europe.

European Shuffleboard is owned by Karbon Invest AS with experience from IT company Crayon Group and originally founded by entrepreneurs behind leading Norwegian hospitality success stories Oche, Kulturhuset and Fotballfesten.

The company is currently represented in Norway, Sweden, Denmark, Germany, UK, Switzerland and Australia. The group have ambitious growth plans based on the success of SHUFL and are looking for an Expansion Manager to help us expand our social gaming portfolio internationally.

WHAT YOU WILL BE DOING.

We are looking for a dynamic and tenacious Expansion Manger to drive commercial success in international markets. Serving as the international face of the company, you will be responsible for establishing and maintaining a network of sales partners for our social gaming concepts. Working with local consultants, you will establish new markets in Europe.

With high levels of passion and energy, you will thrive on shaping the company international strategy establishing our brands to fulfil the growing appetite for social gaming across Europe.

To be successful in your application, you will be driven to exceed targets, adopting an innovative and resourceful approach to all areas of the role. We're looking for a naturally collaborative, personable manager, capable of identifying, pursuing and capturing new business opportunities. Finally, you will be a confident communicator, negotiator and decision maker.

KEY ROLE RESPONSIBILITIES.

- Overall management of the strategic and operational business activity with international markets.
- Grow portfolio brands by creating and implementing our international expansion plan to achieve revenue growth targets.
- Prospect and secure a pipeline of potential partners.
- Network and build trusting relationships with key franchise consultants throughout Europe.
- Analyse the market potential keeping on top of key trends and industry news.
- Thoroughly understand our brand, products and services to assist in presenting concepts to potential partners.
- Take ownership of the entire sales process from first point of contact to final agreement.
- Be responsible for contract management ensuring compliance with local laws and regulations.
- Manage the on-boarding process and set up company operational processes with partners.
- Lead the sales and growth strategy with partner operations.
- Produce and present management information reports to the leadership team in Oslo.
- Continuously develop the partnership model to improve efficiency and profitability.

ABOUT YOU.

- Sales leadership experience in B2B and preferably HORECA market.
- Experience working with international businesses or brands.
- Knowledge of operational systems in the restaurant, retail or nightlife industry.
- Experience in contract negotiations.
- Strong negotiation and influencing skills to drive commercial success.
- Demonstrable evidence of success in securing new business.
- Articulate demeanour and exceptional relationship building skills.
- Excellent communication skills are essential.
- Fluent in Norwegian and English.
- Superb commercial acumen.
- Strong organisational and multi-tasking skills.
- Able to work within a structured framework to reach long term goals.
- Business oriented and results driven.
- A goal getting attitude where you like to take the initiative.

WHAT ARE WE OFFERING?

In return for everything you can bring, we can offer you an exciting, challenging role in a fast-growing and dynamic business with plenty of career opportunities and a competitive rewards package.

You will get to work in an inspiring and creative environment and be a part of a close-knit team who always go above and beyond for each other and our customers. We really love what we do and are looking forward to welcoming a new team member who shares our passion.

This is a full-time role based at our head office in Oslo. You will be a key member of our management team reporting into the CEO of European Shuffleboard AS. Some travel to Europe will be required for the role.

Does this sound interesting? Feel free to contact our recruitment partner Magne Lome at +47 913 92 881 or magne@salesjobs.no for more information.