

Colombia Jobs Expertini®

Commercial Director Latin America

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Company: EveryMatrix

Location: Colombia

Category: other-general

Job Summary

This position serves as Commercial Director Latin America and, in partnership with the top management of the EveryMatrix Group and the global sales team, will develop the strategy and execute strategic partnerships for successfully entering the market. You will be involved in both sales and commercial strategy development.

Company Intro:

EveryMatrix is a leading B2B SaaS provider delivering iGaming software, content and services. We provide platform, casino, sports betting, payments, and affiliate systems to over 300 customers worldwide. The company is profitable, has over EUR 100m in annual revenues, and 850 employees in offices across 12 countries in Europe, Asia and the US. EveryMatrix was founded in 2008 and remains a founder-owned private company.

EveryMatrix is a member of the World Lottery Association (WLA) and European Lotteries Association. In September 2023 it became the first iGaming supplier to receive WLA Safer Gambling Certification. EveryMatrix is proud of its commitment to safer gambling and player protection whilst producing market leading gaming solutions.

Job description:

Planning and executing the recruitment of a commercial team handling the Latin American market;

Identify the Latin America Strategy and go to market plan;

Overlook license process and make regulator introductions;

Overlook Due Diligence and possible regulatory barriers of entry;

Present key markets/states and suggest entry;

Identify key customers and approach;

Identify product offering;

Manage “EveryMatrix Latin America” corporate structure;

Establish PR presence and media (conferences, interviews, lobby channels);

Identify and engage internal stakeholders and support functions for both Global Sales and Latin American business;

Provides general oversight of all EveryMatrix Latin America Office activities, manages the day-to-day operations, and assures a smoothly functioning, efficient organization;

Liaises with the global infrastructure department in order to assure technological purchases are in line with the business requirements;

Assures a work environment that recruits, retains and supports quality staff;

Recommends staffing and budgeting to management and HR. In accordance with management decision, helps recruit personnel, negotiates professional contracts, and sees that the existing salary structures are maintained.

Requirements:

Minimum 5 years’ experience on similar role within the B2B iGaming industry;

In-depth understanding of market research methods and analysis;

Commercial awareness partnered with a strategic mindset;

Proven ability to develop and effectively communicate recommendations to executive management;

Solid knowledge of performance reporting and financial/budgeting processes;

Solid technical background with understanding and/or hands-on experience in software development and web technologies;

Goal driven;

Action oriented and innovative;

Self-starter self-learner and team player;

Excellent knowledge of and experience in people management and administration;

Demonstrated experience in integrating and coordinating diverse areas of management;

Comfortable with diversity and fast decisions/changes;

Displays integrity, models behaviour, develops people, and builds teams.

Work Life Balance:

40% work from home over any 3-month period;

Extra leave days added depending on seniority inside the company – 43 days including public holidays by year 5 of employment;

10 sick leave days per year with no doctor's certificate requirement (excluding legal medical leave);

21 weeks of maternity leave;

4 weeks of paternity leave;

Upon return to work soon after having a child, 100% work from home for one year for mothers;

13 weeks for fathers.

Benefits and Office perks:

Lunch allowance;

Gym coverage;

Access to online learning platforms Udemy for Business and O'Reilly and budget for external training;

Company events and parties.

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Cross References and Citations:

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