

Careers at Aruze Gaming America, Inc.



Job Title: Director, Sales- Latin America

Job Number: 1107

Location: Argentina

Date Posted: June 13, 2010

We are currently seeking a **Director of Sales in Argentina, South America** to join our existing dynamic and expanding sales team. Our company is exciting, innovative, and has an entrepreneurial spirit that has attracted the best and brightest to join our management team!

You will be working in a fast pace, growing, and challenging work environment. Your valuable role and focus will be to sell and market Aruze Gaming America's products to Casinos and/ or gaming operations in the assigned territory, working directly at Management levels of casinos and/or gaming operations, to maximize productivity and profitability, and to meet the growth objectives of the Company. This position requires one to operate independently while able to meet performance standards.

DUTIES AND RESPONSIBILITIES:

- Interact with gaming establishments in the assigned territories, establishing trustful relationships with clients, while introducing and performing sales of Aruze Gaming products.
- Coordinate with Aruze Gaming America service, technical, compliance and administrative personnel assigned to work on customers.
- Development and strategic planning of sales & marketing opportunities.
- Gather and develop statistical data such as gaming trends analyses, and develop a database integrated with industry standard ratios.
- Seek out and secure new clients for gaming products.
- Analyze customers' needs and recommend Aruze Gaming products that meet customers' requirements.
- Create, revise and organize Company and Product presentations utilizing all available material appropriate to the client's needs.
- Cooperate with the Production and Engineering teams regarding technical problems.
- Make recommendations and proposals concerning new products & game themes and assist the R& D team in the development of new products.
- Establish and maintain high level of customer service and respond immediately to all customers' needs.
- To submit quotes (including credit terms) and prepare sales contracts for orders obtained.
- To keep customers and potential customers apprised of Aruze's latest product developments in a timely manner.
- Travel regularly throughout defined territory to solicit orders from current and prospective customers and to develop and maintain a customer base in all appropriate jurisdictions.
- Prepare regular and accurate Sales/Product forecasts and keep Management up to date on any major variations thereof, including, but not limited to, legislative concerns.
- To ensure that Company business is conducted in accordance to Aruze Gaming America, Inc. Gaming Compliance Plans.
- Coordinate and effectively manage local office interdepartmental relationships and business requirements.
- Work closely with regional management on all aspects of the business related to the applicable sales territory.
- Must be able to engage clients in non official environments and outside normal working hours.
- Obtain office location for region.
- Manage staff of future office.

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- Must be able to speak, write and read English and communicate on all levels of the business.
- Must be able to speak, write and read Spanish and communicate on all levels of the business.
- Other duties as requested.

JOB REQUIREMENTS:

- 10+ years of industry experience and/or Sales experience preferred
- 4 year degree
- Proven ability to achieve sales quotas
- Strong understanding of customer and market dynamics and requirements
- Willingness to travel (overnight travel by car and air required)
- Superior communication skills
- Able to operate independently

PHYSICAL, MENTAL AND ENVIRONMENTAL DEMANDS:

All employees are responsible for their personal safety and safety of others. Therefore, all employees must:

- Participate fully in company health and safety programs and comply with all company OSHA policies and procedures
- Follow all lawful employer safety and health rules
- Wear and / or use Personal Protective Equipment, when and how instructed
- Report hazardous conditions to management
- Report any job-related injury or illness to management, and seek treatment promptly
- Other duties as requested

Aruze Gaming America, Inc. reserves the right to make changes to this job description whenever necessary.

**This position may require registration with the Nevada Gaming Control Board (NGCB) and/or other gaming jurisdictions in which we operate.

No agencies please

We offer a competitive compensation and benefits package. To apply, please e-mail your cover letter and resume, indicating job position for which you are applying, to: careers@aruze-gaming.com OR mail to:

Aruze Gaming America, Inc.

Attn: Human Resources

[indicate Job Number & Title for which you are applying]

745 Grier Drive

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Aruze gaming America Inc. encourages diversity and is an equal opportunity employer.