

# Resume

# JULIAN BROICH

A highly-motivated and creative sales, product and submission manager with over ten years of experience and more than 100 successfully launched products including award winning and top ranked titles.

## EXPERIENCE

- May, 2018  
→ Now
- Sales Manager** at Headup GmbH in Düren, Germany
- Jan, 2015  
→ Apr, 2018
- Head of Submission Management** at astragon Entertainment GmbH and astragon Sales & Services (formerly rondomedia Marketing & Vertriebs GmbH) in Mönchengladbach, Germany.
- ⦿ Main technical focal point for platform partners worldwide.
  - ⦿ Responsible for serial key management, version control and gold master setup.
  - ⦿ Technical support for producing and product management but also the external developer and team's including code and artwork pre-checks.
  - ⦿ Preparing and maintaining How-To documentation to ensure specific platform guidelines are being followed.
  - ⦿ Supervision of all aspects of the submission and mastering processes to ensure that milestone and release dates can be hold.
- Jan, 2007  
→ Dec, 2014
- Product Manager** at rondomedia Marketing & Vertriebs GmbH, in Mönchengladbach, Germany
- ⦿ Market research for new products and target groups for the company's product line up.
  - ⦿ Researching, reviewing & reporting on competitors & rival products.
  - ⦿ Performing sales, trend, and profitability analysis.
  - ⦿ Initial contract negotiations with potential partners and pitching game ideas to the higher management.
  - ⦿ Developing market and budget plans and working with all departments executing.
  - ⦿ Analyzing and contacting potential partners to establish new product partnerships (national and international levels).
  - ⦿ Managing and coordinating external team's including developers, localization services, art designers, manufacturers and QA using Scrum.
  - ⦿ Stakeholder management including roadmap definition, milestone feedback and approvals.
  - ⦿ Assisting community management and customer support to ensure the best customer experience possible.
- Sep, 2006  
→ Dec, 2006
- Product Management internship** at bhv Software GmbH in Neuss, Germany (Publisher for Consumer-Software)
- May, 2006  
→ Jul, 2006
- Project Management internship** at TMC Nordic AB in Stockholm, Sweden (Publisher and Distributor for Music)
- Mar, 2006  
→ Apr, 2006
- Product Management internship** at rondomedia Marketing & Vertriebs GmbH in Mönchengladbach, Germany (Publisher for Consumer-Software)
- Jan, 2005  
→ Sep, 2005
- Sales Manager** at New Planet Group GmbH in Neuss, Germany (Logistic and Distribution)

Jan, 2002  
→ Jan, 2005

**Management Assistant** in Wholesale and Foreign Trade at ilmas GmbH in Neuss, Germany (Logistic and Distribution)

## SKILLS

- ⊙ **Computing** Working with Windows and Apple OS, MS Office (Excel, Word, Powerpoint, MS Outlook).
- ⊙ **Software development / programming** Basic knowledge in Apple Xcode, Android Studio, Unity and Unreal game engines but also in C#, HTML and Java.
- ⊙ **Graphic and web design.** Adobe Photoshop, Dreamweaver.
- ⊙ **Wiki software.** Confluence by atlassian
- ⊙ **Languages.** German native speaker, fluent in English speaking and basic Swedish language skills.

## EDUCATION

Oct, 2005  
→ Feb, 2006

**University Duisburg-Essen**  
Communication Studies, Business Administration, American Studies

Sep, 2002  
→ Jan, 2005

**Business College Weingartstraße Neuss**  
Management Assistant in Wholesale and Foreign Trade  
Business College average rating: 2.8  
Chamber of Commerce final exam: 67/100 points

Aug, 1991  
→ Jun, 2000

**Janusz-Korczak-Gesamtschule Neuss**  
High school / A-levels

Aug, 1987  
→ Jun, 1991

**Elementary school - Leoschule Neuss**

## INTERESTS

- ⊙ **Sports** Playing Football, table tennis, skating and doing top-rope climbing.
- ⊙ **Drawing** I enjoy drawing comic sketches and work with photoshop to create pixel graphics and artwork
- ⊙ **Writing** I am writing small articles for a gaming group in English language.
- ⊙ **Programming** Working with the latest game engines and learning how to code.
- ⊙ **Travelling** I am interested in different cultures, languages and people.

