

Jordan Dickow

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CANDIDATE SUMMARY (Business Development, Marketing)

I am a sharp, charismatic, self starter who delivers results with a touch of humor. I like to communicate honestly and think outside of the box to generate new ideas and new ways of thinking. My charisma, entrepreneurial mindset, and dedication to provide results has helped build creative video game projects and driven growth for the companies I've worked with which I look forward to continuing Business Development within games.

KEY ACHIEVEMENTS & AWARDS

- Founded and grew SportsMadeDigital to 4 clients in 5 months. (Content Marketing Agency)
- Launched 2 Indie Game titles with two 5 person teams at Indie Game Academy
- Launched a 10-person Indie Game Studio (Rapidly Trying)

CORE COMPETENCIES & TECHNOLOGY

- Contract Negotiation
- Customer Relationship Management
- Leadership
- Interpersonal Communication
- Prospecting
- Team Work
- Business Development Planning
- Public Speaking

Technology: Discord, Google Docs, Google Sheets, Sales Force, Steam

EXPERIENCE

TILT Games –Remote, NY

Business Development Executive

February. 2023 - Present

I built relationships with developers and publishers to share how TILT Games could help market their games.

- Secured 4 publishing deals while at TILT
- Established an Agency Campaign for TILT and secured 1 deal.
- Connected with upwards of 50 game development companies a month.
- Assisted in designing, planning, and executing the business development process at TILT
- Led and managed the Game Review process at TILT.

Auction Mobility – Remote, CA

Sales Development Representative

March 2021- August 2021

I built relationships with various auctioneers to bring their auctions to mobile platforms.

- Called a maximum of 200 auctioneers per day.
- Assisted Account Executive in presentation calls with auctioneers.
- Facilitated customer relationships with zoom calls, and email.

643 Baseball Blog– Remote, CA

Freelance Writer

July 2017 - August 2018

I created my own sports blog and was hired by multiple outlets as a baseball writer.

- Conducted interviews in person and over the phone with players, opposing coaches, local media, scouts, and player alumni.
- Co Hosted the Red Sox Unfiltered Podcast. Oversaw the Red Sox Unfiltered Facebook Page.

PROFESSIONAL DEVELOPMENT AND CERTIFICATIONS

Indie Game Academy Level 3, Certificate, 2022

Product Management, Certificate, 2021

General Assembly, Software Engineering Immersive Program, 2019

AFFILIATIONS

Community Involvement: Volunteer, Taelmoor Delve Bros, PlayNYC 2022