SIGGRAPH ASIA 2019 BRISBANE
The 12th ACM SIGGRAPH Conference and Exhibition on Computer Graphics and Interactive Techniques in Asia
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#SIGGRAPHAsia

DREAM ZONE!
Conference 17 - 20 November 2019
Exhibition 18 - 20 November 2019
Brisbane Convention & Exhibition Centre (BCEC), Brisbane, Australia

SIGGRAPH ASIA 2019
Unity Careers

Unity Technologies

Unity is the creator of the world's most widely-used real-time 3D (RT3D) development platform, providing content creators around the world with the tools they need to build rich, interactive 2D, 3D, VR and AR experiences. In fact, apps made with Unity reach 2.7 billion devices worldwide, and were installed more than 24 billion times in the last 12 months.

The global engineering team keeps Unity at the forefront of technology and — working alongside partners like Magic Leap, Google, Facebook, Oculus and Microsoft — ensures optimized support for the latest technology and platforms. Unity is powering the real-time revolution, expanding beyond games and breaking into other industries including automotive, film, architecture, engineering, construction and more.

Job Openings

1.   Business Development Manager [Australia]

Unity Technologies is looking for a talented, energetic Business Development Manager to join our team in Australia.

This position will manage the business development, go to market, and generate sales revenue from the gaming and non-gaming verticals. The critical success factors for this role are as follows: To build relationship with key players, showcase good use cases, as well as to successfully enter into the industrial vertical: Automotive, AEC, Film and Animation

Responsibilities:
- Research and explore opportunities within the industrial vertical; Apply go-to market strategy
- Account management of existing customers, and managing re-sellers' relationship
- Target potential clients in new verticals and set up sales strategy, create pipeline;
- Prepare sales materials and proposals
- Build a network with major players in the targeted industries

If interested, please submit your application at https://careers.unity.com/

- Active collaboration with related internal teams about tech, strategy, product definition, marketing and sales promotion
- Meet quarterly sales target

Requirements & Qualifications:
- Significant experience in IT sales (SaaS), consulting, strategy, business development or a related field, with BS/BA or higher in Business, Marketing, or Computer Science
- Exceptional verbal, written and visual communication skills with outstanding presentation and sales skills
- Strong track record of delivering results with positive attitude and self-motivation - exceptional at working independently under goal & deadline pressure
- Experience and network in non-game verticals such as AEC, Creative, Automotive, Training and Simulation industries an advantage
- Ability to make an impact in a timely manner

2. Business Development Manager, Unity Distribution Portal [Japan]

In this role, you will nurture the sales relationships with customers large and small throughout the region, to generate revenue from establishing a partnership through our Unity Distribution Portal. This division is focused on enabling developers to publish their games globally, through all app stores, via Unity's SDK. You will contribute to developing a framework and sales process that can support our exponential growth and serve the needs of our diverse customers. **This will be a remote position.**

Responsibilities:
- Manage existing strategic accounts and target potential clients/partners
- Be responsible for the revenue from the region for UDP business and sign-up as many partner stores and distribution channels for UDP
- Actively communicate with tech teams and product teams to understand the value of the services and products
- Establish solid relationships with developers and partners
- Capture, identify, analyze, and develop new business opportunities and/or new business models, offering the UDP Turnkey One-Build solution and spreading the word worldwide
- Set-up sales strategies, prepare sales materials and proposals, as well as build network and partnerships for future business

Requirements & Qualifications:
- Deep knowledge of the video game industry and its ecosystem with understanding of Unity's platform and Unity Distribution Portal (UDP)
- Proven ability to structure, execute, and develop complex strategic partnerships that create significant value for Unity, its partners, and stakeholders

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- Several years of strong direct sales experience working on technology licensing, middleware, or game publishing with proven track record of consistently meeting or exceeding objectives
- Extensive database of senior contacts throughout the gaming industry and the ability to network and proven skills in promoting and maintaining customer satisfaction
- Positive attitude and self-motivation, exceptional at working independently under goals and adapt under pressure

3. Operation Specialist Film-Anime [Japan]

As an expert on film and anime production, the Operation Specialist works with the solution development team to build, improve, and help implement solutions for integrating Unity with the film and anime production process.

Qualified candidates will use a broad range of knowledge and experience related to anime production to properly understand client issues and needs, and work with our team to take advantage of Unity's real-time solutions to solve problems and improve production efficiency.

We at Unity look forward to meeting a skilled production professional dedicated to using real-time solutions to improve the film and anime production process.

Responsibilities:
- Use our products to discover obvious and hidden issues, and evaluate their priority from a specialist's perspective
- Devise and implement improvements to discovered issues together with the development team
- Contribute to the future vision for our products as a specialist
- Understand our products as a film/anime director, help our products reflect what directors want to accomplish, and develop methods to relieve the burdens they face
- Provide problem analysis, problem solving, and consulting for projects in the process of introducing our products
- Give presentations on our products to prospective customers.

Requirements & Qualifications:
- Experience as a Director or Assistant Director for a CG animation production, digital animation (including short films) or as Director of a film production
- Significant experience in using 3D tools (any type) in an industry environment
- Basic knowledge of anime production in Japan
- Determination to improve Japan's anime production process through the use of real-time solutions
- Native level Japanese language ability
- **Other desirable experiences or skills:**

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- o Experience giving presentations/seminars at events/to the media
- o Overall knowledge of the anime production process
- o Experience in other job positions related to anime production
- o Experience/knowledge of the anime filming process.

4. Software Engineer [Singapore]

The 2D Team is responsible for building and driving all 2D features at Unity. Through our effort in democratizing game development, there is more and more 2D content being made. Joining the 2D team means you are responsible in enabling our user's success. The 2D team is completely in control of the 2D roadmap. The buck stops here, so to speak. If you want to be a part of a team that can truly make a difference, then this is it.

If you are also looking to put your experience in building a game engine and tools with great workflows in the hands of millions of developers using Unity around the world, you have come to the right place.

Responsibilities:
- Design, develop, maintain and evolve all 2D features so that we become the best 2D engine on the planet.
- Communicate with users and understand market needs so we are always on point when it comes to feature fit and delivering immense value to our users.
- Be a great team player and at the same time show immense drive to take any and all features to the class leading level

Requirements & Qualifications:
- Experience in game industry preferably in a engine/tooling development
- Computer Science degree or equivalent experience
- Strong C++/C skills
- Strong C# skills
- Cross-platform development experience
- **Other desirable experiences or skills:**
  - o Unity development experience
  - o Experience developing 2D engines, workflows, tools
  - o Strong initiative and ability to work independently
  - o Excellent communication skills
  - o Methodical and investigative disposition
  - o Performance-minded development

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