

## **Commercial Director**

### **About Estoril Sol Digital / ESC Online**

Estoril Sol Digital (ESD), owner of ESCONLINE.PT, is a leading licensed online gaming operator in Portugal and part of the prestigious Grupo Estoril Sol, a pioneer in entertainment with decades of experience.

Since launching in 2016, ESC Online has set the standard for digital sportsbook, casino and poker experiences via a high-performance platform developed in partnership with GAMING1.

We're committed to building innovative, secure, and responsible digital experiences, powered by a culture of integrity, collaboration, and continuous improvement. Learn more: [estorilsoldigital.com](http://estorilsoldigital.com).

### **What You'll Do**

- Define and execute Estoril Sol Digital's commercial strategy in alignment with business goals.
- Build and elevate the ESC Online brand as a top-tier iGaming operator across regulated markets.
- Lead and grow the commercial team across multiple geographies.
- Represent the commercial function at leadership level, influencing company-wide decision-making.
- Strengthen and expand strategic relationships with operators, aggregators, affiliates, and partners.
- Drive growth in game distribution, retention, and revenue through exceptional client service.
- Identify upsell and cross-sell opportunities, aligning with product and content teams.
- Guide marketing strategy to grow brand visibility through PR, campaigns, events, and B2B communications.
- Drive new market entry and support business development efforts to acquire and convert strategic leads.
- Own commercial forecasting, pricing models, revenue targets, and regular KPI reporting to the executive team.
- Collaborate with Finance, Product, and Legal on commercial governance, contracts, and regulatory considerations.

## What You'll Bring

- Deep experience in regulated iGaming markets and strong knowledge of commercial levers across jurisdictions.
- Proven ability to grow key accounts, develop strategic partnerships, and increase monetization.
- Track record of building and scaling high-performing, cross-functional commercial teams.
- Excellent communication, negotiation, and stakeholder management skills.
- Hands-on, strategic thinker with experience leading marketing, sales, and BD teams.
- Analytical and data-driven with comfort working in fast-paced, entrepreneurial environments.

## Benefits

- **Hybrid working** model
- **22 days of annual leave** plus **1 day for a charity of your choice**
- **Comprehensive health cover** for you and your family
- **Wellbeing Allowance** of €500 per year
- **Vehicle Allowance** (Full coverage)
- **Stay Active:** Weekly sports activities
- **Daily fruit and healthy snacks**
- And **many more** perks to support your work-life balance and growth

Please apply by sending your CV in English and indicating the position Ref. CD to [info.online@estorilsoldigital.com](mailto:info.online@estorilsoldigital.com)