Bitcoin Suisse

Bitcoin Suisse is the Swiss crypto-native pioneer and trusted gateway to crypto asset investing. As the leading crypto service provider in Switzerland, we operate across the most relevant crypto exchanges and provide brokerage, custody, staking and other crypto-related services at the forefront of technical innovation. We are as dedicated to our clients as we are passionate about cryptocurrencies and the underlying blockchain technology. We make things happen and have helped to shape the crypto and blockchain ecosystem in Switzerland as a driving force in the development of the 'Crypto Valley'. Bitcoin Suisse is headquartered in Zug with offices in Copenhagen, Vaduz and Bratislava and targets (ultra-) high-net-worth private individuals and institutional clients.

Senior Sales Executive

Joining Bitcoin Suisse is an opportunity where your expertise not only drives sales but also shapes the future of an entire industry. We push boundaries and set high standards in anticipating market trends and fulfilling the needs of our clients. Think about a milestone you've accomplished, whether it was buying your first crypto, safely holding it in cold storage, or executing your first on-chain transaction. Now, imagine the fulfillment of helping others achieve their profound and unique needs. Join us on this transformative journey. As a Senior Sales Executive, you will be the cornerstone of our ambitious growth strategy, unlocking new opportunities and forging high-end client relationships.

You will have the following responsibilities

- Actively seek out and engage new business opportunities in Switzerland
- Lead as a key driver of the firm's top-line growth through strategic initiatives and sales excellence
- Drive significant sales growth, consistently outperforming market benchmarks
- Command all aspects of the sales cycle with precision, from initial engagement to closing high-value deals
- Maximize profitability and ensure sustainable revenue streams
- Cultivate strategic relationships and maintain strong, lasting business streams with high-profile clients Ensuring Compliance with regulatory standards and overseeing the implementation of required changes
- Mentor and guide a high performing team within our cutting-edge crypto firm
- As a key member of the senior management team, you will report directly to the top executives, contributing to high-level strategic decisions and shaping the future direction of the company

What you bring along

- Higher education in Banking/ Business Administration or equivalent professional experience
- In-depth understanding of crypto and good connections in the crypto community is a must
- Minimum of 10 years of experience in Financial Services or Technology sector in the field of Sales
- Knowledge of regulatory requirements and experience in overseeing compliance processes
- Proven track record of achieving and exceeding sales targets
- Holistic entrepreneurial thinking with a strong understanding of client needs and requirements
- A hands-on personality and driving initiatives from concept to completion
- Capable of leading and motivating the Bitcoin Suisse sales team to achieve the ambitious goals
- Excellent interpersonal, decision-making and communication skills on all levels
- Profound analytical skills to identify market trends and opportunities
- Fluent language skills in German and English

What we offer

- **Expertise:** Work with crypto native experts
- **Culture:** Positive and supportive team culture that relies on high performer goals and values
- **Activities:** Regular team events and activities
- **Ownership:** High level of autonomy and responsibility
- **Crypto Salary:** Option to get a part of your salary in Bitcoin and/or Ether
- **Fitness:** Sport over lunch program
- **Location:** Office location in crypto valley right next to the train station of Zug
- **Workation:** Enjoy the flexibility of working across designated EU countries, with up to 10 days a year to combine work

and travel

Please note that for this position, only direct applications with a valid working permit for Switzerland will be considered.

Apply now