

Are YOU better?

We ask every candidate one question: Are you better? Not better than everyone. Better than yesterday. Better under pressure. Better because you care more. You will join Bitcoin Suisse AG in Zug. Bitcoin Suisse AG is Switzerland's leading premium crypto financial services provider. Founded in Zug in 2013 by crypto-native experts, it provides a cohesive suite of trading, staking, custody and lending services for private and institutional clients. Bitcoin Suisse AG is part of the Bitcoin Suisse Group, which employs more than 200 professionals across Switzerland, the EEA, the United Arab Emirates and Bermuda. The Group safeguards USD 3.7 billion in crypto assets and ranks among the largest staking operators globally, serving (U)HNWIs, private individuals, family offices, EAMs and institutional clients.

Relationship Manager

What you will own

- **Your clients.** You build, deepen and defend relationships across institutional, U/HNWI, EAM, family office, corporate and private client segments.
- **New business.** You drive acquisition and grow wallet share with a strong focus on revenue growth and strategic partnerships.
- **The full deal.** Prospecting, consultative selling, negotiation, onboarding - end-to-end, hand in hand with Compliance. Fast and fully compliant. No handoffs, no excuses.
- **The advisory edge.** Sharp, tailored guidance across brokerage, trading, custody, lending and staking - at the level sophisticated clients expect and rarely get.
- **Market presence.** You conceive and execute campaigns, initiatives and events that generate pipeline, and you show up where the decision-makers are.
- **The standard.** You operate impeccably within the Swiss regulatory framework, setting the benchmark for professionalism and client excellence.

What you bring along

- Commercial apprenticeship, Bachelor's or Master's degree in Business, Finance, Economics or a related field.
- Demonstrable success in relationship management, private banking, wealth management or institutional sales; Swiss financial sector experience valued, crypto a strong plus. We hire for results and trajectory, not years on a CV.
- A network and track record sized to your seniority — and verifiable. You will be asked about it. Specifically.
- Command of Swiss AML regulations and compliance requirements — or the hunger to build it fast.
- An entrepreneurial, commercially relentless mindset with a history of exceeding targets, not meeting them.
- First-class negotiation, communication and stakeholder skills — comfortable with people who decide in millions.
- Genuine conviction in crypto finance, blockchain and digital assets. This is a movement — we can tell who's faking it.
- Professional fluency in English and German; additional languages a strong advantage. Flexible to travel and attend client events, including occasional evenings and weekends.

What we offer

- **Expertise** — work with the people who built this industry in Switzerland
- **Ownership** — real autonomy, real responsibility, real accountability
- **Crypto salary** — option to receive part of your pay in BTC and/or ETH
- **Culture** — a high-performance team united by ambition and values
- **Location** — Crypto Valley HQ, close to Zug train station

- **Workation** — up to 10 days a year across designated EU countries
- **Fitness** — sport over lunch activities
- **Activities** — regular team events and activities

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

[Apply now](#)