

Bitcoin Suisse is the Swiss crypto-native pioneer and trusted gateway to crypto asset investing. As the leading crypto financial 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.

Sales Representative for Europe

Are you a driven sales professional seeking greater flexibility, independence, and the opportunity to earn a competitive commission? Bitcoin Suisse Europe is looking for talented individuals to join our European sales team. This role is perfect for those who thrive on autonomy and want to leverage their existing connections to bring in high-value clients (High-Net-Worth Individuals, family offices or institutional clients) in Europe. Our priority markets are **Germany, France, the Nordics, the BeNeLux region**, and the candidate can have the network in one of those regions, though opportunities in other European markets may also be considered.

You will have the following responsibilities

- **Lead Generation & Client Acquisition:** Actively drive new client acquisitions identifying, qualifying and converting high value leads through research, networking, and direct outreach, including your own network. Use modern sales technologies such as HubSpot to systematically manage your pipelines and continuously expand your client base
- **Tailored Sales Presentations:** Develop and deliver impactful sales pitches that are tailored to specific needs and designed to support successful conversion
- **Sales Coordination:** Take initiative in planning and executing sales activities with a strong focus on new clients, ensuring alignment with our overall growth strategy
- **Local Sales Expert:** Assume ownership of sales activities in your local market within the EEA, proactively building relationships with new clients and partners and guiding them through the entire sales process
- **Market & Competitor Insight:** Keep a close eye on industry trends, competitors, and market conditions to identify new business opportunities

What you bring along

- **Entrepreneurial Mindset:** Driven, positive, and resilient, you thrive in dynamic environments and take ownership of results
- **Proven Experience:** Minimum of 5 years of experience in sales, ideally within the crypto, traditional financial or technology sectors with a strong track record
- **Crypto Enthusiasm:** A strong interest in cryptocurrencies and Web3; professional experience in this space is advantageous
- **Sales Expertise:** A proactive approach to client acquisition, thriving on the challenge of approaching prospects, winning new clients, and closing deals to drive business growth
- **Hands-on Attitude:** Pragmatic and persistent, with the ability to manage sales cycles end-to-end
- **Language Skills:** Fluency in German or English is required; proficiency in additional languages is a plus
- **Flexibility and Travel:** Working location is remote or in Liechtenstein, willingness to travel as required for client meetings, events, and conferences is expected

What we offer

- **Expertise:** Work with crypto native experts
- **Culture:** Positive and supportive team culture that relies on common goals, ambitions 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

- **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.

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