

# Sales & Relationship Manager UAE

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Bitcoin Suisse is a **pioneering crypto-financial** service provider based in Switzerland and trusted gateway to crypto asset investing. As the leading crypto-native institution, Bitcoin Suisse offers a comprehensive range of services, including brokerage, custody, staking, and other crypto-related solutions. With a focus on delivering tailored solutions and leveraging its deep crypto expertise, **Bitcoin Suisse has played a key role in shaping the blockchain ecosystem in Switzerland over the past decade.** Bitcoin Suisse is headquartered in Zug with offices in Copenhagen (Denmark), Vaduz (Liechtenstein), Bratislava (Slovakia) and Abu Dhabi, ADGM (UAE) and serves (ultra-) high-net-worth private individuals, family offices, asset managers and institutional clients.

As part of its **global expansion strategy, the Bitcoin Suisse Group is establishing a regulated presence in the Abu Dhabi Global Market (ADGM)** and has the ambition to obtain a Financial Services Permission (FSP) to further expand its international footprint and strengthen its position as a leading provider of crypto-financial services, contributing to the continued development of the global crypto and blockchain ecosystem.

## About the Role

The Sales & Relationship Manager will serve as the primary point of contact for high-value professional clients, institutional investors, external asset managers, family offices, and strategic partners. You will be responsible for establishing and nurturing long-term client relationships, supporting their trading and custody activities, and ensuring a seamless, compliant, and professional client experience in the digital assets ecosystem. This role is central to expanding Bitcoin Suisse's footprint in the Middle East and requires a proactive, service-oriented, and commercially driven mindset.

## You will have the following responsibilities

- Establish, grow, and maintain trusted long-term relationships with professional and institutional clients in the digital assets space
- Act as a key advisor by deeply understanding client needs, trading objectives, and risk profiles
- Provide high-quality support across **brokerage, trading, custody, lending, and staking services**
- Coordinate closely with internal stakeholders (Trading, Operations, Compliance, Legal, Product) to deliver tailored solutions and ensure smooth execution of client requests
- Lead the onboarding of **new prospects**, ensuring full alignment with FSRA requirements and internal compliance standards
- Gather market intelligence and client feedback to support the ongoing development of our service offerings
- Identify and pursue cross-selling and upselling opportunities to further strengthen client engagement
- Support business development initiatives such as sales campaigns, roadshows, and client events across the region
- Represent the firm at industry events, conferences, and meetings to expand the network and promote Bitcoin Suisse's brand and capabilities
- Contribute to team development by supporting junior team members and fostering a collaborative, high-performance culture
- Engage in continuous learning related to digital assets, blockchain technology, and the evolving regulatory landscape

## What you bring along

- Bachelor's degree in Finance, Business, Economics, or a related field; further education is an advantage
- Minimum 7–10 years of experience in **financial services**, ideally in relationship management, trading, wealth management, or digital assets/fintech
- A proven track record of managing and growing a **portfolio of institutional or professional clients**
- Strong understanding of compliance processes; familiarity with FSRA/ADGM regulations is required
- Deep interest and strong knowledge of **digital assets markets and blockchain technology**; prior experience in crypto-finance is a strong plus
- Motivated, dedicated, and responsible personality with a strong team-player attitude and the ability to perform under pressure
- Passion for excellence, adaptability, and continuous improvement
- Willingness to occasionally work evenings or weekends depending on client needs or market activities
- Professional fluency in English; Arabic or additional languages are considered an advantage

#### 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
- **Growth:** Be part of a pioneering firm expanding into the UAE market

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



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#### Additional information

Location	<b>Abu Dhabi</b>
Position type	<b>Full-time employee</b>
Start of work	<b>As of now</b>

#### Responsible

Arianna De Falco

