

Bitcoin Suisse is Switzerland's crypto-native pioneer and trusted gateway to digital asset investing. As the country's leading crypto financial services provider, we connect clients to the most relevant crypto markets through brokerage, custody, staking, and a wide range of innovative digital asset solutions. Driven by a passion for cryptocurrencies and blockchain technology, we have played a key role in shaping Switzerland's renowned Crypto Valley. Headquartered in Zug, with offices in Copenhagen, Vaduz, and Bratislava, we serve (ultra-)high-net-worth individuals and institutional clients with expertise, innovation, and a client-first approach.

Client Success Manager International

Join our international team as a Client Success Manager and become a key contact for our global clients. You will combine relationship management, sales and business development, building strong client partnerships across markets and cultures. If you are a confident communicator, enjoy working with people and speak multiple languages, we'd love to hear from you.

You will have the following responsibilities

- **International client relationship management:** Build and maintain long-term, trusted relationships with our international client base and act as their dedicated point of contact.
- **Sales & Business Development:** Proactively identify and develop new business opportunities through phone calls, online meetings, email and face-to-face meetings.
- **Account Management:** Manage client accounts, understand their needs and ensure a high level of service while identifying opportunities to grow existing relationships.
- **International Communication:** Communicate confidently with clients across different markets and cultures. Fluency in multiple languages is highly valued.
- **Cross-functional Collaboration:** Work closely with internal teams to deliver excellent client solutions and continuously improve our client experience and sales processes.

What you bring along

- **Education:** Completed commercial apprenticeship or Bachelor's degree in Business, Finance, Economics or a similar field.
- **Experience:** Proven experience in **Sales and/or Account Management**, ideally in an international environment.
- **Languages:** Excellent **French, Italian** and fluency in English; additional languages are a major advantage. German is a strong plus.
- **Communication & Sales Skills:** Confident, personable and persuasive communicator who enjoys proactive sales activities by phone, online and in person.
- **Personality:** Responsible, proactive and independent, with a strong client focus, international mindset and the ability to stay calm in challenging situations.

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 and Liechtenstein will be considered.

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