

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.

Relationship Manager

We are always on the lookout for talented Relationship Managers (RMs) to join our growing team. If you have a passion for managing client relationships in the crypto space and thrive in a fast-paced, dynamic environment, we would love to hear from you. We offer exciting opportunities to work at the forefront of the crypto-financial services industry and grow within a motivated and innovative team.

You will have the following responsibilities

- Establishing and maintaining of trusting long-term relationships with our existing and potential clients in the respective client segment (Institutional, U/HNWI, EAM & Family Offices)
- Acquiring new clients in designated markets while adhering to cross-border regulations
- Conducting sales and consulting in the field of crypto-financial services such as brokerage, trading, custody, lending and staking
- Recognizing potential growth areas and expanding the client portfolio
- Developing and executing the business strategy for the specific client segment, which involves activities such as sales campaigns, client events, and other business development efforts
- Initiating and leading client outreach efforts, focusing on product sales and increasing upselling opportunities to targeted clients
- Providing high quality support services to meet the needs, goals and expectations of our clients and prospects including gathering of feedback and market intelligence to help further develop the services portfolio
- Being responsible for handling and onboarding of prospects in close coordination with Legal & Compliance ensuring an efficient and smooth due diligence process
- Participating in various (crypto)-finance related events

What you bring along

- Bachelor's degree or further education in Banking, Finance, Business Administration, Economics or Finance
- Minimum 5 years experience as a Relationship Manager in the Swiss financial sector
- Established a client network base within the relevant segment, and the potential to further build and grow your own client book
- In-depth understanding of crypto and good connections in the crypto community is a must
- Solid understanding of Compliance functions and Swiss AML regulations is a must
- Motivated, dedicated and responsible personality with strong team-player attitude and the ability to work under pressure
- You have a passion for excellence, change and effectiveness
- Excellent verbal and written language skills in German and English, other languages are 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
- **Crypto Salary:** Option to get a part of your salary in Bitcoin and/or Ether
- **Fitness:** Sport over lunch activities

- **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.

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