

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.

## Sales & Business Development Manager

Are you ready to take your career to the next level? This role is perfect for someone who's eager to step up, take on more responsibility, and make a tangible impact in a fast-paced, innovative industry. If you thrive on challenges and are excited about shaping the future of business development in Web3, we'd love to hear from you!

### You will have the following responsibilities

- **Client Acquisition:** Actively drive sales, generate leads, and build a robust pipeline of top-tier new clients
- **Develop and Implement Strategy:** Collaborate to define and execute the business development strategy, including thorough market analysis, market entry strategy, and the selection of optimal sales and distribution channels
- **Product-Market Alignment:** Help match our service offering with evolving client needs and market trends
- **Market Expansion:** Support potential entry into new markets within the EEA (start with Liechtenstein, DACH, BENELUX regions), coordinating all aspects of the process
- **Sales Coordination:** Organize and contribute to sales activities and events, ensuring alignment with broader business objectives
- **Monitoring & Controlling:** Track the effectiveness of strategies and adjust tactics to maximize results

### What you bring along

- **Educational Background:** Bachelor's or Master's degree in Business Administration or a related field
- **Experience:** Minimum of 3 years of experience in a business development or sales role, preferably within the financial or technology sectors
- **Crypto Enthusiasm:** A strong interest in Web3 and cryptocurrencies; professional experience in this space is advantageous
- **Strategic Acumen:** Ability to develop and implement business development strategies, with a focus on practical execution
- **Proactive Mindset:** High level of initiative and determination to achieve results within tight deadlines
- **Sales Expertise:** Comfortable reaching out to clients and building connections
- **Language Skills:** Fluency in German and English is required; proficiency in additional languages is a plus

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

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