

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.

Relationship Manager Family Office & Corporate Clients

You will have the following responsibilities

- Drive **new client acquisition** and business development across institutional, U/HNWI, EAM & family offices, and private client segments, with a strong focus on revenue **growth and strategic partnerships**.
- Build, manage, and expand long-term relationships with key clients, identifying opportunities to deepen engagements and increase wallet share.
- Lead the end-to-end sales process, from prospecting and consultative selling to onboarding, working closely with Compliance to ensure an efficient and fully compliant due diligence process.
- Provide strategic advisory on crypto-financial solutions, including brokerage, trading, custody, lending, and staking, tailored to sophisticated client needs.
- Develop and execute **client segment strategies, sales initiatives**, marketing campaigns, and networking events to expand market presence and generate new business opportunities.
- Act as a trusted market expert by providing client insights, identifying industry trends, and contributing to the development of new products and service offerings.
- Promote a strong compliance culture by ensuring all business activities align with the Swiss regulatory framework and internal governance standards.
- Maintain deep expertise in **digital assets, blockchain technology**, and the evolving crypto-financial landscape while mentoring colleagues and contributing to the firm's commercial success.

What you bring along

- Bachelor's or Master's degree in Business, Finance, Economics, or a related field.
- Several years of proven success in relationship management, private banking, wealth management, or institutional sales within the Swiss financial sector (Crypto Sector is a strong plus).
- Established network and demonstrable track record of acquiring and growing institutional, U/HNWI, EAM, family office, or private client relationships.
- Strong understanding of Swiss AML regulations, compliance requirements, and the Swiss regulatory framework.
- Entrepreneurial and commercially driven mindset with a proven ability to generate new business and exceed sales targets.
- Excellent negotiation, presentation, and stakeholder management skills, with the ability to engage senior decision-makers.
- Resilient, self-motivated, and collaborative professional who thrives in a high-performance environment.
- Strong interest and expertise in crypto finance, blockchain technology, and digital assets.
- **Professional fluency in English and German**; additional languages are a strong advantage.
- Flexibility to travel and attend client meetings, conferences, and networking events, including occasional evenings and weekends.

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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