

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.

## Senior Sales Manager – New Business Germany & Austria

Are you a driven sales professional with strong ties to the German-speaking financial landscape? Bitcoin Suisse Europe is looking for talented individuals to strengthen our presence in **Germany and Austria**. This role is ideal for sales professionals who thrive on autonomy and want to leverage their existing network of High-Net-Worth Individuals, family offices, or institutional clients in the DACH region (without Switzerland). You will operate independently, with the flexibility to shape and grow one of our most strategic European markets.

### You will have the following responsibilities

- Identify and approach potential clients, build relationships, and convert leads into long-term partnerships. You use your existing network as well as your own research to open new doors and manage your pipeline through tools like HubSpot
- Take ownership of your sales activities, focus on new business, and make sure your efforts are aligned with our overall growth goals in the region
- Represent Bitcoin Suisse in the German and Austrian markets, build trust with prospects and partners, and guide them through the entire sales process
- You prepare clear and convincing presentations tailored to the expectations of clients in Germany and Austria, where structure, transparency, and professionalism matter
- You keep an eye on what's happening in the local market — trends, competitors, regulatory updates — and spot new opportunities early

### What you bring along

- **Entrepreneurial Mindset:** Driven, positive, and resilient, you thrive in dynamic environments and take ownership of results
- **Proven Experience:** Minimum of 5 years of experience in sales, ideally within the crypto, traditional financial or technology sectors with a strong track record
- **Crypto Enthusiasm:** A strong interest in cryptocurrencies and Web3; professional experience in this space is advantageous
- **Sales Expertise:** A proactive approach to client acquisition, thriving on the challenge of approaching prospects, winning new clients, and closing deals to drive business growth
- **Hands-on Attitude:** Pragmatic and persistent, with the ability to manage sales cycles end-to-end
- **Language Skills:** Fluency in German and English is required; proficiency in additional languages is a plus
- **Flexibility and Travel:** Working location is remote or in Liechtenstein, willingness to travel as required for client meetings, events, and conferences is expected

### What we offer

- **Incentive Program:** Great performance will be rewarded
- **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
- **Workation:** Enjoy the flexibility of working across designated EU countries, with up to 10 days a year to combine work and travel

Apply now