



<https://fintechnews.my/job/senior-business-development-manager-coingecko/>

Senior Business Development Manager

Description

As a powerhouse expert in business development and marketing lead, you will be driven and are an enthusiastic individual to grow CoinGecko's business development to the next level. We have an exciting roadmap of new products that will be coming to market over the next 12 months and need someone passionate about building relationships. You must be comfortable prioritising and qualifying opportunities and then driving them from inception all the way through to completion. You'll play a pivotal role in shaping the future of cryptocurrency and help us achieve our mission of building the front page of cryptocurrency. If this challenge sounds interesting to you, keep on reading.

Responsibilities

- Establish new and maintain client relationships over emails, messaging applications, telephone, and through face-to-face meetings to sell products and services
- Develop revenue growth and client acquisition strategies
- Collecting information in order to prepare proposals in response to requests for proposals
- Plan, execute and exceed specific monthly, quarterly, and annual targets by achieving pre-set criteria on revenue generated
- Engage and ensure that all clients are handled to the highest standards and everything is known about their PR and marketing communications requirements throughout the year.
- Build a communication plan to ensure smooth and consistent messaging happens regularly with clients by preparing and delivering regular campaign reports and new product updates.
- Develop a growth strategy to increase business opportunities and maintain the use of CRM to track client communication.
- Stay ahead of the competition by following up on all leads and opportunities to ensure that CoinGecko maximizes the chance of winning business.
- Provide regular (weekly, monthly and ad hoc) feedback of sales activities to the supervisor, including clients wins/losses, competition activity, product feedback, etc.
- Perform regular market analysis, supporting the business development roadmap and strategic initiatives
- Work closely with other team members to achieve sales targets

Qualifications

- 5+ years of direct experience in sales and business development with an exceptional sales record, preferably in the startup or fintech industry.
- Having wide and deep connections with technology and innovation community would be desirable
- Experience in defining and locating target markets, strategic thinking and expanding the market to scale
- Excellent interpersonal, communication and presentation skills with an ability to present, negotiate and influence key stakeholders at all levels, from

Hiring organization

CoinGecko

About CoinGecko

CoinGecko is a global leader in tracking cryptocurrency data. Operating since 2014, CoinGecko has built the world's largest cryptocurrency data platform, tracking over 6,000 tokens across more than 400 exchanges, serving over 100 million page views in more than 100 countries. We are proud to have played a major part in mainstream awareness, adoption, and education of cryptocurrency globally.

We at CoinGecko believe that cryptocurrency and blockchain will define the future of finance, bringing greater financial and economic freedom around the world. In anticipation of that future, CoinGecko is building the foundation in order to scale cryptocurrency market data to serve billions of users.

As a brand, we believe in cultivating a positive work culture where team members are encouraged to freely learn, work, play and have room for personal growth. We empower our team with opportunities to fulfil their passions and interests to become extraordinary contributors to the company and society.

associates to C-level.

- Excellent in persuasion and problem-solving skills.
- Goal-oriented and results-driven in developing and implementing sales targets
- Strong sense of ownership, emotional intelligence and determination to get things done
- Able to work independently while maintaining transparency and collaboration with a growing team
- Data-driven, should be curious about and tell stories using data
- An entrepreneurial mindset with the ability to succeed in a fast-paced environment
- Ability to multitask and to manage multiple priorities across multiple teams
- Humble to embrace better ideas from others, eager to make things better, open to challenges and possibilities
- Passion for cryptocurrency, blockchain, or financial markets are a huge plus

Employment Type

Full-time

Job Location

Petaling Jaya, Selangor

Date posted

March 31, 2021

LinkedIn

Apply

If you are serious about the desire to contribute to the crypto-currency revolution that is changing the world and would like to spike your level of adrenaline by adventuring in our projects and business, don't hesitate to take your next move. Hit us up!

Job Benefits

- Free daily team lunch
- Parking/Transport allowance
- Flexible working hours
- Basic insurance
- Training/Upskilling allowance – be the owner of your own learning curve.
- You will get to have involvement in developing a brand new product from scratch alongside a talented and fun team

Contacts

Email the following to careers@coingecko.com to apply:

- Updated CV
- Why are you interested in this position and how will you make a difference in this role?
- Why are you interested in joining CoinGecko? Why the blockchain/cryptocurrency industry?
- Share with us one book you have read and how that has changed your perspective in life.

We are excited to meet you!

***Please note that due to the volume of applications received, we apologize that only shortlisted candidates will be notified and contacted. We thank you for your interest and application.