

Job Description

Title: Sales & Business Development Executive*
Reporting: Head of Project Management
Department: Project Management

Introduction/Overview

Are you a competitive and results-oriented sales executive looking for new challenges and opportunities? We are a rapidly growing start-up company that is making a name for itself in the Fintech industry. Our goal is to connect with businesses worldwide and empower them through blockchain technology in a variety of industries, including financial services, real estate, and supply chain management.

You are the future of blockchain, and you will be instrumental in assisting us in connecting with businesses worldwide.

You'll be our Sales Executive, assisting in connecting prospective customers from various industries, establishing our sales organisation, and building up business activities by identifying new market opportunities on a global scale.

Your job as a sales executive will ensure that personal monthly and annual sales targets are achieved and exceeded by utilising your account management, new business development, and sales skills. You play the role of a pure hunter with an entrepreneurial spirit.

If it sounds like something up your alley, we would love to hear from you!

Job Description

You'll be the go-to person for all of the company's lead generation and sales opportunities.

You are actively networking in the industry to identify prospects and establish contact with them to convert prospects into client accounts via business development methods such as networking events, client referrals, cold calling, and other innovative channels.

You are confident in your ability to meet all quotas and key performance indicators because you understand what it takes to succeed.

Requirements

1. At least three years of experience in sales, business development, or a similar role in technology or technical fields are required.
2. Keen learner with a passion for and knowledge of Crypto, Fintech and Blockchain technology, and well-versed in sales.
3. A self-starter, proactive and persistent in acquiring and maintaining the customer base, building and developing business relationships, and attaining company objectives.
4. Ability to communicate with clients at all levels, including C-level executives; understanding and identifying client needs.
5. Excellent team player with strong communication skills and the ability to adapt to a variety of situations.
6. Strong written and verbal communication skills, as well as a good command of the English language.

Earnings

Our generous commission strategy ensures that you will be compensated for your efforts, and there are numerous opportunities for a motivated employee to advance within our ranks.

Opportunities to assume leadership positions abound!