

Institutional Sales - Crypto Exchange



Listing details

Location

Country:	United States
State/Region/Province:	Kansas
Posted:	5 years ago
Reference Number:	RF108760

Common

Job Title:	Institutional Sales - Crypto Exchange
Job Type:	Full Time
Vacancy Details URL:	https://www.linkedin.com/jobs/view/institutional-sales-crypto-exchange-at-crypto-com-1873448979?refId=113d908f-eee4-498e-b4b4-c201b4774690&trk=public_jobs_topcard_title

Job Description:

What We Look For

Prerequisites

- **3+ years of experience** in financial services sales or a highly related field;
- Demonstrable track record of **initiating, managing & monetizing relationships with clients or partners** (preferably managing OTC trading for institutions), e.g., examples of acquiring institutional clients, driving business results with clients & partners, drafting documentations & agreements;
- Excellent command of **professional written & oral English**, writing & presentation samples are welcome.

Preferred qualifications (not required)

- **Crypto-specific experience** preferably in sales and/ or with exposure to institutions;
- Exposure to **managing multicultural relationships** with institutions;
- Demonstrable track record of **building and/ or managing a sales team**.

