

# Business Development Manager

## Main mission

Your mission is to drive institutional sales and business development internationally with banks, EAMs, MFOs, Trustees and more. You are part of the Front team managing sales and taking charge of institutional sales for our suite of products. You own the entire sales process for your accounts and work closely with the Chief Growth Officer at Wecan.

## Tasks

- Manage and nurture existing pipeline but also identify and engage new prospective customers in Banks, External Asset Managers, Multi-Family Offices, Trustees, Auditors and other stakeholders
- Engage different stakeholders in complex client organizations, obtain in-depth understanding of their needs and explain how our products and services solve their needs
- Drive the entire sales process from initial contact to closure of contract with new customers
- Lead and moderate sales discussions, product demos and workshops
- Identify, establish and maintain partnerships with multipliers such as consulting and audit firms, banking and fintech system providers or marketplaces, infrastructure providers
- Work closely with the Chief Growth Officer (CGO) on institutional sales and providing customer feedback to improve our B2B product and service offering
- Work closely with the Head of Products to build out our competitive advantages and increase customer satisfaction
- Support customers in close collaboration with the Customer Success Manager throughout implementation and beyond to ensure customer success and satisfaction
- Maintain a list of future potential customers with a focus on Switzerland and international booking centers of our prospects and customers

- Work with Content and Marketing teams to produce thought leadership content (reports, articles, webinars, presentations)
- Actively maintain at all times accurate and up to date information on internal tools such as the Hubspot-based Wecan CRM

## Information Security Roles & Responsibilities

- Acknowledge and apply the rules of the "People Internal Security Policy" and "Staff Regulation"
- Contribute to the development, implementation and maintenance of the company's ISMS processes in coordination with the CISO

## Skills

- Business level of French and English are required, German is highly desirable
- Knowledge of the private bank sector is required, understanding of healthcare and hospitality sectors and of the blockchain ecosystem are a definite plus.
- High-level contacts in the above industries are most relevant
- Appetite for frequent travels: Switzerland (Zurich, Lugano), Paris, Luxembourg (weekly)
- Focused on the revenue, closer of contracts
- Team player, excellent communication skills, positive attitude and good work ethic
- High charisma and interpersonal skills
- Highly dependable, and good manager of schedule by maximizing multiple meetings throughout a business trip
- Must be organized, versatile and detail-oriented, well as have the ability to work effectively in a fast paced environment
- Ability to leverage the AI tools in place in an effective way to deliver high performance

# About Wecan

## Our vision

At Wecan, we believe that successful digital technologies are built around people and they are shaped by people's needs. After an era of exponential digitalization growth, the rise of mobile phones dramatically increased the usage of online service. We believe that the next ten years will increasingly focus on trust, privacy and security. We believe that blockchain is a much-needed change of the way digital services have been built up to now. And we firmly believe that it is urgent to start putting those features at the heart of business models right now.

## Why join Wecan?

From your first day, you will actively contribute to the blockchain innovative project used by companies with national and global reach. You will be working on projects to reshape businesses, transform processes, and change paradigms using the latest technologies.

**Could we spark your interest?**

**We look forward to receiving your application!**

Please send your CV and motivation letter to [alex@wecangroup.ch](mailto:alex@wecangroup.ch)

Get additional insights on Wecan Group by following us on [LinkedIn](#)

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**Contract:**

Permanent contract

**Availability:**

As soon as possible

**Location:**

Geneva, Switzerland

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