
Head of Sales Crypto Market

Main mission

If you want to be part of an entrepreneurial adventure and contribute to the international expansion of Wecan Group as a Head of Sales Crypto Market, then this job is for you! Wecan Group is a leader in Blockchain based compliance data management solutions for the financial sector, and other industries.

The company offers a complementary suite of products:

- Wecan Comply: a blockchain-based data management solution designed to manage personal and business data in an efficient, structured and secure way, while ensuring compliance requirements.
- Wecan Connect: a blockchain-based instant messaging solution designed to securely manage exchanges between professionals and private individuals.
- Wecan Chain: a blockchain infrastructure on which the Wecan suite of products is based, enabling transactions to be anchored and thus ensuring the auditability and traceability of the information exchanged, with interconnectivity between applications.
- Its ERC-20 utility token WECAN is used to anchor transactions on the Wecan Chain.

We are looking for ambitious and driven individuals to support our rapid global growth.

Tasks

You will report to the CEO and work closely with the Sales Team and Operations Team.

You will be responsible for the following activities:

- Identify relevant prospects among players in the crypto segment
- Create a pipeline of leads with the support and network of the Wecan Group management team and convert some of them
- Follow the end-to-end sales process (pre-sales, demonstration, workshops, closing negotiation, etc.) through to onboarding new customers
- Update and maintain Wecan Group sales material used for pitches, presentations and meetings

- Be a driving force and owner of other initiatives aimed at developing Wecan Group's knowledge in target markets (events, etc.)
- Propose new ideas, strategies, campaigns for sales success
- Attend third party events and conferences on behalf of Wecan Group
- Monitor the competitor landscape
- Provide customer feedback to the Operations team to improve products offering

Requirements

- 5 to 7 years working experience in sales within the crypto segment
- Fluent in English is a must
- Fluent in French and other languages is advantageous

Benefits

- An opportunity to work at the intersection of blockchain and financial sector
- A fast-paced learning environment, entrepreneurial spirit and team spirit
- A great moment to join as the company grows and expands
- State-of-the-art technology and IT infrastructure
- Hybrid remote work and flexible working hours
- Fun team events

As a fast-growing company with merit-based values, there will be significant career development opportunities for candidates with a proven track record.

Please send your CV and motivation letter to:
hr@wecangroup.ch

Availability:
As soon as possible

Location:
Paris, France or London, UK
