

# Business Development Lead &#8211; L1 Blockchain 25M Series-A

StartUp

Vast

120k

## THE COMPANY

Our client is an early-stage protocol at the forefront of enabling permissionless interoperability across blockchains. Our technology provides the infrastructure for builders to solve their interoperability needs, fostering a more connected and efficient blockchain ecosystem.

In human words: All of the crypto benefits; none of the "seed-phrase, wallet connecting and provider choosing" hassle.

As they expand, they're looking for Business Development and Partnerships Lead to join their team and help them capture the best chains, rollups, applications, and infrastructure providers.

In human words: The business is growing, therefore the team needs to expand. In this role you'll be responsible for getting businesses and brands on a chain that's not down all the time.

## THE JOB

As their Business Development and Partnerships Lead, you will play a pivotal role in supporting the CEO and Head of Business Development by developing our ecosystem relationships and nurturing builders.

You'll be instrumental in identifying new partner opportunities and leveraging these to enhance our market presence and achieve our growth targets. This role requires a blend of strategic thinking, technical understanding, and exceptional interpersonal skills to support our mission of becoming the leading permissionless interoperability protocol.

In human words: You'll be smooth talking, wining, dining and closing all the stakeholders untill' world domination.

You will:

- Build and maintain strategic partnerships with protocols, builders, node operators, and possibly venture partners, market makers, and exchanges.
- Support the execution and development of go-to-market strategies for new products or features, focusing on core partners to drive integration and adoption.
- Conduct comprehensive research across builders, market, and competitors to inform product development and positioning.
- Represent the company at industry events, conferences, AMAs, and forums, effectively communicating our vision and technology.
- Oversee the implementation of integrations and partnerships, ensuring alignment with our strategic goals and contributing to the protocol's growth.

In human words: Corporate Espionage while hiding in plain sight and being everybody's favorite person. Just by your existence, everybody benefits.

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#### THE REQUIREMENTS

- Minimum 3 years of experience in business development, partnerships, or sales within the tech or financial sectors.
- Deep understanding of the blockchain and crypto industry.
- Proficiency in CRM tools (Salesforce preferred), analytical tools, and MS Office or Google Suite. Notion experience is a plus.
- Exceptional negotiation, de-escalation, and deal-making abilities.

In human words: You kind of know what you're doing, you know the difference between \$BTC and \$BITCOIN, you know which software to use to write a book report and when you f-up you know how to un f-it-up and get free stuff.

Nice to haves:

- Strong network within the crypto or fintech industries.
- Experience in a fast-paced, startup environment.
- Public speaking experience and ability to represent the company at high-profile events.

In human words: You know people so that's 3 months less of grinding, sometimes you work a little longer than the average office clerk, you're able to kill it on stage and have an audience fall madly in love with you.

#### THE YIELD

- Salary: 110 - 130k USD + the same amount in tokens
- Full-time job
- Flexible hours (when you work longer, you sleep a little longer the day after.)
- Potential transition into leadership roles within the business development team or other areas of interest.
- Expansion of the team and resources to support larger projects and partnerships.
- Increased influence on company strategy and product roadmap.

In Human words: Cold hard cash, equity, the ability to sleep in and something cool to tell at parties.

Interested? Apply here or send an email to [a.janssen@haystackpeople.nl](mailto:a.janssen@haystackpeople.nl)

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Contact & solliciteren

<https://haystackpeople.nl>

**Arnold Janssen**

Senior Principal Recruitment Consultant

[a.janssen@haystackpeople.nl](mailto:a.janssen@haystackpeople.nl)

0682099493

<https://www.linkedin.com/in/outdoorrecruiter/>