

Implementation Consultant Web3

ScaleUp

Vast

80k

THE COMPANY

Our client is a fast-paced scale-up in the Netherlands. They want to help build an accessible, decentralized world. Their goal is to provide the infrastructure to make the transition between today's financial world and tomorrow's world as smooth as possible. And the beautiful thing is, you can be part of this growing movement! They already have clients with big names like Moonpay, BTC direct, Wyre, Xanpool, and a lot more to come.

Our client provides embeddable widgets and APIs for crypto-native trading platforms, apps, and websites to allow their users to buy cryptocurrencies on these platforms. They have partnered with the best fiat-to-crypto payment gateways and present them in a single plugin for cryptocurrency platforms such as wallets, DeFi apps, and exchanges. This means their users can easily buy cryptocurrencies on the platform when they need them. They are real pioneers when it comes to their product, as they are the first to do it this way and therefore are the market leaders.

Their HQ is based in Amsterdam, but they're everywhere in the world. With more than 20+ team players, you will certainly join a team of professionals!

Now you know what our client does, what do they expect from you?

THE JOB

Our client is looking for an Implementation Consultant who have the following skills;

- Customer-focused;
- Understands programming languages;
- A great passion for crypto.

As an implementation consultant, you will mainly help clients with the integration of the Widget and API. You will be responsible for project management, integrating the product, and managing the entire process together with the client. It's very important that you're client-orientated because you will spend most of your time attending to clients (B2B). Furthermore, you have a technical background because you will explain and integrate the API and of course, the clients know that you are a professional, so they can ask you anything if needed. And the passion for cryptocurrencies is kind of obvious. You will work at a web3/crypto company that is ready to disrupt the payment technology in this sector.

A little glimpse of what you will be responsible for;

- Project management and software delivery as per agreement with an ability to effectively manage project scope, time, and budget;
- Drive kick-off calls, integrations calls, and integration sessions during the entire onboarding phase from a technical perspective;
- Work closely together with our Customer Success Manager to ensure overall client happiness and success metrics;
- Collaborate and coordinate with product, design, and engineering teams to incorporate client feedback and feature-request;
- Analyzing and understanding our customers' requirements to form solution designs;
- Proactively advise clients on the best way of integrating our software, focusing on performance, User Experience, and positioning;
- Provide support to clients in case of bug reports and coordinate with the technical team to fix them.

Sounds cool right?

JOB REQUIREMENTS

- You have 2+ years of B2B experience in a familiar environment;
- Technical background, basic engineering/coding understanding is a must;
- Experience in a pre-sales/implementation/integration role;
- Fluency in English is a must;
- A bachelor degree in Business/ IT/ Computer Science;
- Proactive, persistent and patient;
- Strong collaboration, written en verbal skills.

WORKING CONDITIONS

- A good salary, based on experience;
- Be entrepreneurial and proactively find insights that help them make better products;
- You want to join a high-paced startup that's bridging the traditional financial world with the world of crypto;
- Amazing office in the centre of Amsterdam;
- Equity;
- Chance to be part of one of the leading payment integrations of Web3.0;
- You will be an important team player in the growth of the company.

Interested and you want to know more? Good! Contact Samir Jouseiph at s.jouseiph@haystackpeople.nl or +31682042936

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