

Account Executive | Web3

ScaleUp

Vast

65k

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 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?

JOB DESCRIPTION

We are looking for an experienced sales professional, let me explain what we can expect from you as the new Account Executive.

You are responsible for demonstrating the value of our client's products to stakeholders through demos, emails, and phone calls. You will be a trusted advisor for a reason, by having the product knowledge, passion, and people skills to help potential clients make the best decisions for their needs. Furthermore, you will also effectively manage your pipeline of inbound opportunities, so you can consistently grow the business revenue and deliver strong ROI for the clients.

You are an expert in evaluating prospect use cases and tailoring your presentation to the prospect's company size, industry, and desired level of customer support. Proactively report insights and valuable feedback to the product team, so they can improve the product and prioritize the right projects. You will take a deep dive into their evolving product and understand the nuances of using it, so you can support potential customers accordingly.

That's the explanation of the job in a nutshell, But it's also very important that you need to be eager, driven, and have big motivation.

Check out what you will get in return!

JOB REQUIREMENTS

- You're a top performer with 5+ years of experience in sales and closing net new logos;
- You have a track record of achieving sales quota;
- You're self-motivated and driven to succeed;
- You know your way in Discord, Telegram, Reddit;
- Experience in tracking all of your sales activity and reporting it into a CRM;
- Experience in Payment technology and SaaS sales;
- Able to work 2-3 in the office

PERKS

- Base salary up to 65k, Equity, and a great sales bonus;
- You want to join a high-paced startup that's bridging the traditional financial world with the world of crypto;
- Amazing office in the center of Amsterdam;
- You will be an important team player in the growth of the company.

Ben je geïnteresseerd en wil je meer weten? Prima! Neem contact op met Samir Jouseiph via s.jouseiph@haystackpeople.nl of +31682042936.

Contact & solliciteren

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