

Job Description

Director Technical Pre-sales

Location: East Coast (Home office)

Who We Are

Founded in 2014 in Switzerland, METACO enables financial institutions to capitalize on the burgeoning digital asset economy. METACO's main product, called Harmonize, is an orchestration system enabling financial institutions to hold and manage digital assets. From cryptocurrency custody and trading to tokenization, staking and smart contract management, the platform seamlessly connects financial institutions to the new world of decentralized finance.

METACO is one of the few global leaders in this space, supporting clients like Citi, BNP Paribas, BBVA, Standard Chartered and other Tier 1 financial institutions to enter the digital asset space and revolutionize finance for generations to come.

We are seeking a Director Presales to join our team and support the US sales organization as our local subject matter expert. As a member of our team, you will be working closely with blockchain experts, software engineers and partner organizations to solution our clients' needs. This is an excellent career opportunity to be an early joiner in our US business where we expect to grow exponentially over the next 3 years. Your contribution will have a direct impact on the evolution of the cryptocurrency/fintech industry as we know it today.

Job Summary

You will be joining calls with prospects (financial institutions and "crypto natives") who have been pre-qualified by the sales team. Your objective will be to assess their business requirements and present how our Harmonize platform and partner ecosystem can solution their requirements.

The staff member will further educate the sales organization, act as the internal product and technology SME, and respond to formal prospect requests (RFI/RFPs).

Main Responsibilities & Tasks

- Support lead qualification with technical expertise
- Analyze client requirements and map to product capabilities
- Support Sales process with functional and technical deep dives
- Support pre-production solution scoping and design (e.g. PoC, Pilot, MVP)
- Own RFx response / review process with internal and external SMEs
- Own live demonstrations to clients and sandbox management
- Provide feedback on prospect requirements to shape our product roadmap

- Keep track of competitor offerings to understand how to best position METACO in client engagements

Key Qualifications:

- A good understanding of distributed ledger technology and various use cases for digital assets, including smart contracts, decentralized finance, tokenization and more
- Deep understanding of private key cryptography, key storage models, cyber security and platform solution design
- Preferably good understanding of the digital asset custody market
- 5+ years' experience in Technical Pre-sales, Solution Architecture or equivalent within the software industry
- 2+ years' experience in pre-sales consulting to financial institutions
- Excellent level of written and verbal communication skills in English (Spanish or Portuguese a plus)
- Positive mindset and can do attitude. You work effectively with team members and are willing to take on responsibility and work independently
- Adept with Excel, PowerPoint, Word, MS Teams, Slack
- Willingness to travel as required by client and company engagements

Why METACO?

We are a dynamic and fast-growing company, working together to tackle the most challenging problems at the intersection of distributed systems, cryptography, and finance. We provide an entrepreneurial culture, where merit, contribution and teamwork are rewarded. Our team is important to us, and we work hard to support both the personal and professional development of team members. We understand that maintaining a good work-life balance is crucial to a healthy and happy workplace, that is why we provide flexible working policies for employees to fit their individual needs. Join us to make your mark on the transformation of the financial services industry.

For further information, please visit <https://www.metaco.com/careers/>

Get in touch by sending your CV to jobs@metaco.com