

JOB DESCRIPTION

Senior Sales Executive (North America)

Location: Home Office, Florida, USA

ABOUT METACO

Founded in 2014 in Switzerland, METACO enables financial institutions to capitalize on the burgeoning digital asset economy. METACO's main product, 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, Zodia by 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 Sales Executive to join our new US based team and accelerate growth of our business. As a member of our team, you will be working closely with Marketing, Inside Sales and Pre-Sales Engineers to build your pipeline and win business with financial institutions and crypto natives. 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.

Main Responsibilities & Tasks:

- Continuously align with Marketing and Inside Sales to develop and tweak campaigns that generate qualified leads and enable you to overachieve your sales targets
- Identify innovative approaches / marketing technologies to more effectively reach and engage our target clients
- Organize calls with prospects (regulated financial institutions and "crypto natives") to listen understand their business requirements
- Qualify prospects to confirm we can deliver on their requirements, understand their buying process, decision makers and timeframes
- Present METACO's platform to well-qualified prospects and raise interest
- Engage Pre-Sales engineers to present technical aspects of the solution and perform product demos
- Coordinate with strategic partners for local events and joint go-to-market campaigns
- Keep track of competitor offerings to understand how to best position METACO in client engagements
- Update and maintain our CRM for accurate recordkeeping of all opportunities in the region
- Represent the company and educate prospects at trade shows, conferences, and private events. Some travel will be required.

- Additional business development tasks, including independent research, education of prospective partners, and new business initiatives
- Supporting the regional MD in day-to-day business and other ad hoc tasks

Key Qualifications:

- 5+ years' experience in selling enterprise SaaS solutions to financial institutions, with a demonstrable track record of success
- You are interested in the future applications for blockchain technology and crypto assets and possess a high-level understanding of distributed ledger technology and various use cases for digital assets, including smart contracts, decentralized finance and tokenization
- Ability to easily understand and pitch new products and technology, focusing on the value proposition for clients
- Proficient level of written and verbal communication skills in English (Spanish / Portuguese an added plus)
- Positive mindset and can do attitude. You work effectively with team members and are willing to take on responsibility and work independently
- Willingness to travel as required by client and company engagements
- Honest and open communication style, hungry to learn and succeed, does the right thing by our company and clients (ethics).
- Adept with MS Excel, Outlook, PowerPoint, Word, Teams, Slack
- Experience in Banking, blockchain, cybersecurity, or crypto industry would be a major plus.

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.

What we offer:

- The opportunity to work in an inspiring, dynamic, and rapidly growing firm with diverse development possibilities in digital assets, where METACO is an established leader
- A team-oriented environment that enables entrepreneurial talent to thrive
- Competitive compensation that rewards success
- Flat hierarchy with the opportunity to grow
- Exposure to an exciting emerging asset class that will revolutionize the world

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

Hiring process:

- Screening of Cover Letter & CV to assess your fit for the position
- Casual call with our Regional MD (15 mins)
- Structured interview with our Regional MD (45mins)
- Structured interview with our Global Head of Sales (30mins)
- Casual interview with our CEO (video call)
- Formal offer contingent on reference checking (sales record, criminal background check)

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