

Sales Representative Spain

Description

CoinFlip is a leading fintech company powered by cryptocurrency. The company operates the world's largest network of cryptocurrency ATMs by transaction volume with over 4,500 kiosks across 49 US states, Puerto Rico, Canada, Australia, New Zealand, South Africa, Italy, Panama, and Brazil supporting the buying and selling of major cryptocurrencies with cash. In 2020, CoinFlip launched Order Desk, an over-the-counter service that provides investors with a personal account manager and competitive coin pricing. In 2023, CoinFlip launched a digital app and created an additional way to easily buy, sell, send, swap, and receive crypto. CoinFlip was founded in 2015 by Daniel Polotsky, Kris Dayrit, Alan Gurevich, and Ben Weiss. Headquartered in Chicago, CoinFlip placed in the top 500 on the 2021, 2022, and 2023 Inc. 5000 list, and on the 2022 Deloitte Technology Fast 500, was named the 2021 and 2022 #1 fastest-growing company in Chicago by Crain's and was awarded the 2021 and 2022 Stevie ® Awards for Customer Service. For more information about CoinFlip, please visit www.CoinFlip.tech. We are looking for a highly motivated sales professional with experience working in business development/sales departments to join us as a Sales Representative. Sales Representatives will be the first point of contact for all potential hosts for our ATMS in Italy and will be responsible for identifying and targeting the best possible hosts for their target geography.

Responsibilities:

- Design sales strategy for target geography
- Research target host locations
- Lead qualification, prospecting
- Set up and hold initial introduction calls, meetings
- Identify prospect's needs and suggest appropriate opportunities for collaboration
- Set up meetings or calls between (prospective) customers and sales executives
- Take notes about the lead, identify lead status and type, input information in CRM
- Complete follow up tasks, arrange meetings, calls
- Negotiate with potential host locations
- Manage closing the sale and negotiating price
- Mange the host relationship until the ATM has been installed
- Report to line manager with weekly, monthly, and quarterly results
- Other assigned duties

Qualifications:

- Associate degree, preferred
- 1-2 years of experience in Sales/Business development
- Ability and willingness to occasionally travel within region to visit and assess potential locations and build relationships (infrequent â?? typically less than 10% travel)
- Access to a car is an advantage
- Basic knowledge of Bitcoin
- Strong technical communication skills
- Excellent computer skills
- Authorized to work in Spain
- Valid Driverâ??s license
- Ability to work independently
- Ability to work in a team
- Working at CoinFlip means collaborating with experienced and innovative leaders who share a clear vision and a track record of success. We offer a collaborative and positive working environment where we encourage employees to balance productivity with time to recharge. Compensation is above and beyond a typical â?? startupâ?? we offer competitive salaries, performance-based incentives, and competitive benefits for full-time employees. CoinFlip values diversity in the workplace and is an equal opportunity employer committed to providing an inclusive and accessible work environment. We thank all candidates who apply, but only those selected for an interview will be contacted. By applying to this role, you give express consent to CoinFlip to send you informational text (SMS) messages regarding this role and the application process. You can cancel the SMS service at any time by replying "STOP" to the text message you received. If at any time you forget what keywords are supported, just reply "HELP." Message and data rates apply. If you require a special accommodation, please let us know and weâ??ll work with you to meet your needs. Please mention the word ****ENVIOUSLY**** and tag **RMzUuMjQ1LjkzLjlxMg==** when applying to show you read the job post completely (#RMzUuMjQ1LjkzLjlxMg==). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that

Hiring organization

CoinFlip

Job Location

Remote, Spain

Base Salary

\$ 95000 - \$ 145000

Date posted

May 2, 2024

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Contacts

Job listing via [RemoteOK.com](https://www.RemoteOK.com)