

Media Account Manager LATAM

Description

Bitcoin.com's mission is to create more economic freedom in the world. By economic freedom we mean the ability for individuals to freely acquire and use personal resources however they choose. We assert that economic freedom is a fundamental human right and a vital component of human dignity and we believe that it is foundational for peaceful and prosperous societies. Our vision is to provide the next billion people with access to products that exemplify the ideals of Bitcoin. These ideals – which include peer-to-peer transactions, decentralization, censorship resistance, and permissionless-ness – bolster economic freedom. Our approach is to develop and promote widely accessible products that create economic freedom. Our multichain cryptocurrency wallet app – with over 40 million self-custody crypto wallets created – provides people with an easy-to-use and highly secure method for buying, selling, storing, sending, receiving, and trading cryptocurrencies. Since 2015, Bitcoin.com has been a global leader in introducing newcomers to Bitcoin and cryptocurrency. In December 2022 we took the next step with the launch of our own rewards and utility token VERSE and our own decentralized cryptocurrency exchange Verse DEX. By incentivizing and gamifying engagement in the Bitcoin.com ecosystem, Verse supercharges Bitcoin.com's mission to onboard the world to crypto and accelerate the transition towards a more inclusive financial system. We are looking for a dynamic and driven Global Sales Executive based in Latin America to join our team. In this role, you will be instrumental in expanding our global client base, focusing on leveraging our media assets like Bitcoin.com News to create and nurture relationships with international clients. Your mission will be to drive revenue growth by identifying opportunities, building relationships, and closing deals with clients from various regions and industries. Core Responsibilities: Develop and execute sales strategies to acquire new clients globally, with a focus on leveraging Bitcoin.com's media assets. Cultivate strong relationships with prospective clients through networking, industry events, and direct outreach. Work closely with the marketing and editorial teams to create compelling advertising packages tailored to client needs. Negotiate and close deals, meeting or exceeding sales targets. Maintain an in-depth understanding of market trends, competitor activities, and client needs. Provide exceptional client service and work collaboratively with internal teams to ensure client satisfaction. Prepare sales forecasts, reports, and track key account metrics. Participate in global industry events and conferences to represent Bitcoin.com and build a professional network. Core Competencies Proven international sales experience, with a track record of meeting or exceeding targets. Fluent in Spanish and/or Portuguese, with excellent proficiency in English. Strong understanding of the cryptocurrency and blockchain industries. Exceptional communication, negotiation, and presentation skills. Ability to work independently in a remote environment and travel as needed. Bachelor's degree in Business, Marketing, or related field preferred. Strong network in the media, finance, or technology sectors is a plus. Please mention the word **DILIGENTLY** and tag RNTQuMjAzLjEwMi4yMDQ= when applying to show you read the job post completely (#RNTQuMjAzLjEwMi4yMDQ=). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

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

Hiring organization

BitcoinCom

Job Location

Remote, LATAM

Base Salary

\$ 82500 - \$ 145000

Date posted

May 7, 2024

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