Business Development Associate

Description

Polymer Labs was founded with the mission to create a neutral, open, permissionless base layer for the new internet. Polymer is at the forefront of developing Ethereumâ??s Interoperability Hub, building products that will enable new levels of security, user experience, and functionality that will support the mass adoption of the decentralized web. Our talented team comprises top talents from both web2 and web3, dedicated to addressing the intricate challenges within web3â??s interoperability infrastructure. Learn More About What We DoAs the Business Development Associate at Polymer Labs, you will be at the forefront of building Polymerâ??s ecosystem through the community and partnerships. You will forge partnerships and collaborations extending Polymerâ??s cross-chain communication capabilities to notable blockchain projects, including non-IBC-native chains and decentralized applications. Your deep understanding of the web3 industry and fostering a blockchain ecosystem that is as seamlessly interconnected as the internet itself.This pivotal role involves managing both internal and external stakeholders to ensure developers are educated about, supported on, and engaged with the Polymer network.Web3 experience is highly preferred.Responsibilities Proactively reach out, establish, and nurture partnerships with key industry players and other relevant stakeholders. Collaborate closely with our technical teams to effectively communicate the technical aspects of our business to potential partners and clients. Develop and execute an approach tailored to the unique requirements of non-IBC-enabled chains, demonstrating how our solution can enhance their blockchain interoperability and communication. Nurture and maintain strong relationships with existing clients and partners, providing exceptional support, understanding their needs, and exploring opportunities for expanding our services. Lead contract negotiations with partner projects, working closely with executive teams to establish agreements that drive mutual growth and success. Represent Polymer Labs at industry events, conferences, and meetups to build brand awareness, establish connections, and explore potential business opportunities. Qualifications Bachelor's degree in Business, Marketing, Computer Science, or a related field. Proven experience (3+ years) in business development, sales, or a related role in the blockchain, crypto, or fintech industry. Strong technical understanding of blockchain technology, Inter-Blockchain Communication (IBC), and/or related concepts. Exceptional communication skills, both written and verbal, with the ability to convey complex technical information clearly and concisely. Demonstrated success in developing and maintaining strategic partnerships, driving sales growth, and achieving business targets. Ability to thrive in a fast-paced, dynamic startup environment, adapt quickly to changes, and take ownership of responsibilities. Strong negotiation, problem-solving, and decision-making skills. Proactive and self-motivated, with a passion for blockchain technology and its potential to revolutionize the industry. Existing network and contacts within the blockchain and cryptocurrency industry is a huge plus. Benefits Competitive salary, token grants, incentive compensation Employer subsidized, Medical, dental and vision group plans Untracked, Manager Approved PTO Engaging offsite gatherings and team-building activities to make a remote-first workforce feel connected Opportunity to shape and contribute to industry-disrupting infrastructure Polymer Labs provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.Please mention the word **HEROS** and tag RMTUxLjgwLjE0My4yMDY= when applying to show you read the job post completely (#RMTUxLjgwLjE0My4yMDY=). This is a beta feature to

Hiring organization
Polymer Labs

Job Location
Worldwide

Base Salary
$ 70000 - $ 135000

Date posted
May 9, 2024

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