Web3 Business Development Manager EMEA

Description

Who We Are: Our mission is to secure world's transition to web3. Founded in 2019, Horizen Labs is dedicated to building a more secure and equitable digital world at the heart of the decentralization revolution. With a relentless focus on solving real-world challenges, our singular goal is to deliver meaningful and measurable impact in productivity, transparency, and revenue generation. At Horizen Labs, our people are our greatest asset, and we are creating a culture of empowered individuals who are eager to bring their ideas to life. We are looking for creative individuals to join our team of the best and brightest minds in the blockchain space. You will experience the exhilaration of joining a fast growing and innovation focused company. We believe diversity drives the innovation and engagement necessary to build a truly remarkable product. We operate on a hybrid model with a distributed global workforce who works in partnership with our satellite offices in New York City, NY and Milan, Italy. This allows us the flexibility to go to where the talent is. Are you ready to help us change the future with the next cutting edge blockchain technology? Join us! We are looking for a Business Development Manager with deep experience in Web3, Decentralized Finance, and blockchain technology to operate across the EMEA region and be responsible for leading regional relationship development and boosting our public blockchain ecosystem, Horizen and our Ethereum Virtual Machine, Horizen EON. The major initiative for Horizen in 2024 is working to integrate with projects implementing Zero Knowledge proof technology in the Ethereum and Bitcoin blockchain scaling and decentralized application space. This role will be responsible for acquiring new integrations and mutually beneficial partnerships within the Web3 space in EMEA. This role will also spend their time engaging with Web3 protocols and developers operating in the EMEA blockchain scene to grow our public ecosystem, Horizen. Our ideal candidate has an agile mind that can connect the dots between various partnerships and initiatives. They should have a track record of operating in a complex business development environment with multiple competitors, collaborators and partners. Most of all, we're looking for someone passionate about helping Horizen Labs grow into the go-to blockchain ecosystem for the world's most important protocols, developers, and applications. What You'll Own: Own your own success – You will be responsible for bringing integrations and partnerships to Horizen Labs' products, both our flagship public EVM Horizen EON, and the new ZK Proof Verification chain. Your performance will be measured through financial and other metrics of value accrued to Horizen Labs. Discovery and Diagnosis – Lead discussions with prospective partners, investigate broad themes in Web3 verticals, and communicate findings to Product and Marketing teams. Preparation and Analysis – Collaborate across functional groups to develop and advocate for customized blockchain solutions with clearly articulable ROIs. Pitching and Negotiation – Liaise with Engineering, Product, Operations and Legal departments to prepare proposals for potential partners and integrations and shepherd deals through closing and beyond. Customer Success – Help existing partners excel with Horizen Labs products and services to ensure they achieve desired results and to understand how products can be enhanced or extended to better meet partners' needs. Continuous Improvement – Iterate on the company's Business Development methodology and process to ensure our growth metrics are achieved. Skills and Qualifications: Experience in the Web3 Decentralized Finance space, with an understanding of how to use the protocols, social spaces, and research tools. 5 years of experience in a high-impact small and medium business technology sales, business development or partnership environment in EMEA. Experience in APAC is a bonus. Some demonstration of track record (targets hit, awards received, etc) is required.

A previous professional experience in a consultancy firm will be considered as a nice to have. Excellent interpersonal skills and networking skills, an existing contact list of potential partners preferred or at least some demonstrable experience building relationships with C-suite and other senior management. A passion for blockchain technology, DeFi applications, NFTs, wallets, explorers, DAO tools, other key Web3 building blocks and tools. The ability to analyze, decide on a course of action, take action, evaluate, and adjust. Comfortable using technology, including Google Workspace, Excel, and Powerpoint. Exceptional written and verbal communication skills; ability to convey complex blockchain/crypto topics to non-experts. Intellectual curiosity, humility, and creativity. Bonus skills: Crypto degen, memecoin hunter, airdrop farmer. Horizen Labs is an equal opportunity employer Horizen Labs is committed to providing reasonable accommodations to individuals with disabilities. If you need a reasonable accommodation for any part of the employment process, please send an email to recruiting@horizenlabs.io and let us know the nature of your request and your contact information. Please mention the word **WINNING** and tag RMzQuODYuMTYzLjE1Mg== when applying to show you read the job post completely (#RMzQuODYuMTYzLjE1Mg==). 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