Web3 Account Executive

Description

Are you a tech-savvy job seeker looking for an exciting opportunity to work with cutting-edge Web3 infrastructure? Look no further than Chainstack! ð???ð?? Â Â Â About UsÂ Â Â Â Chainstack is the leading suite of services connecting developers with Web3 infrastructure, powering applications in DeFi, NFT, gaming, analytics, and everything in between.Â Â Â From startups to large enterprises, Chainstack enables thousands of companies to cut down the time to market, costs, and risks associated with creating and scaling decentralized applications. By offering fast, reliable, and easy-to-use infrastructure solutions distributed globally, we make sure innovators can focus on whatâ??s important.Â Â Â As a Chainstacker, you'll have the chance to work on exciting and challenging projects, collaborate with top-notch developers and industry experts, and be part of a dynamic and supportive team that values creativity, innovation, and hard work. Â Â We are looking for an enthusiastic Account Executive with a passion for building relationships, generating new business, and Web3.Â Â Â So, if you're ready to take your career to the next level and be part of the future of Web3 infrastructure, apply to join our team today. We can't wait to hear from you!Â Â Location: While this position is posted in a specific location, all Chainstackâ??s positions are fully remote, and you can work from home. To create the best experience for your future colleagues, this role does require that you are based within APAC timezone. So, if youâ??re ready to take your career to the next level and be part of the future of Web3 Infrastructure, apply to join our team today! We canâ??t wait to hear from you!Â Â Responsibilities:Â Â Â Uncover new opportunities weekly by fielding inbound leads and out-bounding to key web3 verticals such as DeFi, Gaming, and NFTsÂ Â Â Partner closely with chain foundations to build strong relationships and cultivate ongoing warm referralsÂ Â Tell the Chainstack story and value proposition effectively in discovery meetings, networking events, and conferencesÂ Â Build relationships with key senior stakeholders and understand their motivations and goals from both technical & business perspectivesÂ Â Collaborate with solution engineering to build creative solutions to solve our customerâ??s problemsÂ Â Execute a full sales cycle including thorough discovery, qualification, technical validation, and negotiating & closing contracted revenueÂ Â Meet measurable targets on a consistent quarterly basisÂ Â Work closely with internal teams such as Product, Finance, Customer Success, Customer Support, Engineering, and Marketing as needed to support our customersâ?? needsÂ Â Utilize CRM daily to ensure meetings, opportunities, notes, and pipelines are consistently up to dateÂ Â Forecast pipeline accurately on an ongoing regular basisÂ Â Â Requirements:Â Â Â 4+ years of quota carrying new business acquisition salesÂ Â Knowledge and passion for the Web3/blockchain and compute infrastructureÂ Â Proven experience consistently meeting measurable targetsÂ Â Track record of effectively selling to key senior stakeholdersÂ Â Desire to learn continuously and help build a fast-growing companyÂ Â Be open to feedback and willing to provide feedback to colleagues and leadershipÂ Â Ability to multitask and prioritize effectively working in a fast-paced environmentÂ Â Proficient in using CRM software and collaboration tools like Slack, Discord, and TelegramÂ Â Exceptional listening, verbal, and written communication skillsÂ Â Â We Offer:Â Â Â At Chainstack, we recognize that our employees come from different backgrounds and have different needs. That's why we've created a program of policies, practices, and perks to support your whole human experience as an employee at Chainstack.Â Â Â Competitive salary in USD: We believe in compensating our employees fairly for their hard work and contributions. That's why we offer a competitive salary in USD.Â Â Stock options: We want our employees to share in our success. That's why we offer stock options

Hiring organization
Chainstack

Job Location
Worldwide

Base Salary
$ 67500 - $ 110000

Date posted
May 23, 2024

Apply Now

as part of our compensation package. Â Â Bleeding edge tech stack: At Chainstack, we work with the latest and greatest technologies. You'll have the opportunity to work with a bleeding-edge tech stack and stay up to date with the latest industry trends. Â Â Lack of bureaucracy: We believe in a flat organizational structure and a lack of bureaucracy. You'll have the freedom to make decisions and take ownership of your work. Â Â Flexible schedule: We understand that our employees have different needs and responsibilities outside of work. That's why we offer a flexible schedule so you can work when it's best for you. Â Â Global fast-growing market: Chainstack operates in a global fast-growing market. You'll have the opportunity to work on cutting-edge projects and contribute to our growth. Â Â Multinational team: Our team is made up of people from all over the world. You'll have the opportunity to work with a diverse group of individuals who bring different perspectives and ideas to the table. Â Â Â The best jobs should be available to everyone. Â Â Chainstack values diversity and inclusivity. We are committed to fostering an environment of trust where everyone from different backgrounds and walks of life can succeed. We welcome your unique perspective and look forward to hearing how you can contribute to our mission and team. Â Please mention the word **FAVOR** and tag RMTguMjM2LjE3Ny4yMjk= when applying to show you read the job post completely (#RMTguMjM2LjE3Ny4yMjk=). 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