Web3 Business Development Expression of Interest

Description

Note: we are currently not actively hiring for this role, but please feel free to apply and we will consider your application if we start actively hiring for this role again in future.About prePO 🔮® prePO is the decentralized trading platform for pre-public assets – pre-stocks, pre-tokens, points, and more.Our mission is to democratize pre-public investing – transforming a world of financial exclusion into a world of permissionless access. 🔮The Dream Team 🔮«At prePO, we are building a fully-remote, globally-distributed dream team. Like a professional sports team, we want every player on the field to be a superstar in their position and play extremely effectively with others.We are also backed by world-class investors (>$4M in funding to date), including founders from Gnosis, 1inch, Illuvium, and more!Our Values 🔮At prePO, the following team values describe the people we want to work with (and the people you would want to work with too!): Passion: being engaged and enthusiastic about the work, the mission, and making an effective impact on the world. Autonomy: being proactive, resourceful, and making decisions in prePO's best interest. Overcommunication: sharing feedback and all relevant information – directly, frequently, clearly and empathetically. High Performance: producing high-quality outcomes with speed and consistency, and continuously raising the bar for yourself and others. Focus: being laser-focused on high-priority, high-impact tasks that work us towards achieving prePO's mission. Incrementalism: delivering value via incremental iterations. Simplicity: seeking out the simplest solutions. Innovation: embracing creativity, and leading the industry with forward-thinking ideas. Decentralization: valuing solutions which are trustless, permissionless and automated. The Role 🔮»prePO is looking for a Web3 Ecosystem Business Development Manager with a deep understanding of the DeFi landscape and an unmatched ability to forge creative win-win partnerships. This role is ideal for somebody with a strong DeFi network who can drive outreach, craft proposals, and lead negotiations to secure partnerships with new blockchains, DeFi integrations, DAO grants/proposals, treasury diversification deals, and innovative community campaigns. A high "degen score," indicating extensive on-chain knowledge and a knack for creative problem-solving, is essential for this role. You will have the opportunity to: Shape prePO's BD Strategy: Play a key role in developing and executing business development strategies within the DeFi ecosystem. Leadership Collaboration: Collaborate closely with prePO's leadership and work cross-functionally with various teams to align on strategic goals. Partner Identification: Identify, approach, and qualify potential partners within the Web3 ecosystem, leveraging a strong DeFi network. Partnership Development: Propose and negotiate creative win-win partnerships with new blockchains, DeFi project integrations, DAOs, DeFi communities, and more. DAO and Treasury Initiatives: Leverage DAO grants/proposals and manage treasury diversification deals to support financial health and project growth. Community Engagement: Lead innovative community campaigns to enhance engagement and foster growth within the DeFi community. Relationship Management: Cultivate new and ongoing relationships with key players in the Web3 ecosystem, ensuring a robust network for future collaborations. On-Chain Expertise: Utilize extensive on-chain knowledge and a high "degen score" to inform strategies and problem-solving approaches. The Ideal Candidate 🔮 The ideal candidate for this role will be an entrepreneurial, strategic, and results-driven go-getter with: Experience in Business Development: 3+ years in a BD role, with at least 1+ year in a leading role within the Web3 ecosystem. Communication Skills: Possess world-class verbal and written communication skills, capable of engaging effectively with partners and teams. DeFi Knowledge: A deep, practical understanding of the DeFi landscape, including familiarity with various blockchains, DeFi protocols, and basic on-chain analytics.

Hiring organization
prePO

Job Location
Remote, Central Singapore, Singapore

Base Salary
$ 90000 - $ 180000

Date posted
June 6, 2024

Apply Now

Web3 Network: Strong existing network within the DeFi and broader Web3 ecosystem, demonstrating a track record of successful partnerships. Team Values: An embodiment of all prePO's team values, showing commitment to integrity, innovation, and the collective success of the team. We are committed to fostering diversity and inclusivity within our organization, and strongly encourage candidates of all backgrounds to apply, even if they donâ[?][?]t match all the above criteria.Note that we cannot offer visa sponsorships at this time.Benefits & Perks ð[?][?][?] Fully-remote work with flexible working hours Work on the bleeding edge of DeFi and crypto Learn from other senior high-performing team members Team game nights + off-sites + sponsored conference trips Budget for learning / professional development / subscriptions Join a force for good – prePO has made a pledge to dedicate at least 2% of time, product, and profit towards charity We look forward to your application!Please mention the word **DAZZLING** and tag RMjE2LjI0NS4yMjEuOTE= when applying to show you read the job post completely (#RMjE2LjI0NS4yMjEuOTE=). 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