

Sales Trader

Description

CoinFlip is a global digital currency platform company, focused on providing consumers simple and secure access to buy and sell cryptocurrency. The company operates the world's largest network of cryptocurrency kiosks by transaction volume with more than 5,000 kiosks across 49 U.S. states, Puerto Rico, Canada, Australia, New Zealand, South Africa, Italy, Panama, and Brazil. CoinFlip's digital currency kiosks make buying and selling major cryptocurrencies accessible and safe for consumers who wish to purchase their digital currency using cash. CoinFlip also operates CoinFlip Preferred, a personalized over-the-counter service that provides investors with custom, white glove support for their cryptocurrency transactions. In 2022, CoinFlip launched CoinFlip Ventures, an investment group offering coaching, funding, and networking support to early-stage crypto and web3 projects. CoinFlip was founded in 2015 by Daniel Polotsky, Kris Dayrit, Alan Gurevich, and Ben Weiss. Headquartered in Chicago, CoinFlip placed in the top 500 on the 2021, 2022, and 2023 Inc. 5000 list, and on the 2022 and 2023 Deloitte Technology Fast 500, was named the 2021 and 2022 #1 fastest-growing company in Chicago by Crain's, ranked in Chicago Tribune's Top Workplaces in 2021 and 2022, and was awarded the 2021 and 2022 Stevie Awards for Customer Service. To learn more about CoinFlip and how to get started on your digital currency journey, visit www.CoinFlip.tech. We are looking for a driven and experienced Client Relationship Manager to join our Digital Asset OTC Sales Desk and help our clients navigate the exciting and ever-changing landscape of digital assets. As a Client Relationship Manager at CoinFlip, you will be responsible for identifying, onboarding and monetizing new client relationships, and business development opportunities. You have experience targeting high net worth and institutional clients serving them with their trading needs. You will provide expert guidance and an exceptional service experience to clients transacting in cryptocurrencies and digital asset investments. As the first Client Relationship Manager at CoinFlip, you will help build our cryptocurrency Order Desk business across the country. You will assist in the onboarding of new prospective clients, nurture existing relationships, and grow a diverse book of business. You will leverage your deep understanding of the industry, technology, and market dynamics to help clients achieve their digital asset investment goals, while staying up to date with the latest trends and developments in the blockchain and digital asset ecosystem. Responsibilities: Hunt for new prospective clients via relationship networks across the US, specifically targeting high net worth and institutional client opportunities. Develop and manage a book of relationships with clients regularly transacting in larger trades and positions of cryptocurrencies and digital assets. Provide expert guidance to clients transacting in a wide range of cryptocurrencies and digital assets. Host and attend networking events. Capitalize on your existing networks and look to establish new opportunities in the industry and community for growing your book of business. Cultivate strong relationships with clients, maintaining regular communication and ensuring their investment needs are met. Ensure you develop a robust profile of client objectives, digital asset goals, and investment strategies. Perform due diligence on transactions to mitigate risks to both your clients and the firm's operations. Stay informed on the latest trends, regulatory changes, and technological advancements in the blockchain and digital asset industry. Collaborate with internal teams, including research, compliance, and operations, to ensure seamless service delivery to clients. Other duties as assigned. Qualifications: Bachelor's degree in Finance, Economics, Business, or a related field Previous experience as a Sales Trader in traditional finance, digital assets or derivatives, with an emphasis on hunting new client relationships. Focused on the

Hiring organization

CoinFlip

Job Location

Remote, Italy

Base Salary

\$ 70000 - \$ 142500

Date posted

June 12, 2024

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relationship, and not a single transaction. Passionate about cryptocurrency, blockchain technology, and the digital asset industry, with a strong understanding of market dynamics and investment strategies. Excellent communication and interpersonal skills, with the ability to build and maintain strong client relationships. Strong analytical and problem-solving skills, with the ability to conduct thorough due diligence and provide guidance on investment transactions. Self-motivated, detail-oriented, and able to work both independently and as part of a team. Comfortable working in a fast-paced, dynamic environment with a high degree of adaptability. Working at CoinFlip means collaborating with experienced and innovative leaders who share a clear vision and a track record of success. We offer a collaborative and positive working environment where we encourage employees to balance productivity with time to recharge. Compensation is above and beyond a typical startup. We offer competitive salaries, performance-based incentives, and competitive benefits for full-time employees. CoinFlip values diversity in the workplace and is an equal opportunity employer committed to providing an inclusive and accessible work environment. We thank all candidates who apply, but only those selected for an interview will be contacted. By applying to this role, you give express consent to CoinFlip to send you informational text (SMS) messages regarding this role and the application process. You can cancel the SMS service at any time by replying "STOP" to the text message you received. If at any time you forget what keywords are supported, just reply "HELP." Message and data rates apply. If you require a special accommodation, please let us know and we'll work with you to meet your needs. Please mention the word ****SWANKIER**** and tag **RMzQuMTQ1LjlyMC41NQ==** when applying to show you read the job post completely (**#RMzQuMTQ1LjlyMC41NQ==**). 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