

United Arab Emirates Jobs Expertini®

Business Development and Sales Executive (Cryptocurrency/ Blockchain)

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Job Title: Business Development / Sales Executive (Cryptocurrency) Client Industry: Cryptocurrency/ Blockchain Location: UAE (Onsite) Position Overview RecruitGo is in search of a BD & Sales Executive who will be working with our client based in the UAE. Our client is a leading Cryptonews media outlet. In this role, you will identify and close sales opportunities with advertisers targeting a crypto-savvy audience. Responsibilities include understanding and promoting our media products, fostering client relationships, developing advertising packages, attending industry events, tracking sales metrics, and negotiating contracts for maximum profitability and client satisfaction. Aside from your established skills and expertise, we are also looking for someone who possesses excellent communication, negotiation, and presentation skills essential for effectively engaging clients and stakeholders. Experienced in both independent and collaborative work dynamics, thriving in fast-paced and evolving environments. Responsibilities: Identify, develop, and close sales opportunities with advertisers looking to reach a crypto-savvy audience. Maintain a deep understanding of our media products, including digital advertising, sponsored content, and event sponsorships. Build and maintain strong, long-lasting customer relationships with clients and advertising agencies. Work closely with the editorial and marketing teams to develop innovative advertising packages and solutions. Attend industry events and conferences to network with potential clients and promote our media brand. Track and report on sales performance metrics and provide insights to the management team to drive sales strategies. Negotiate contracts and close agreements to maximize profits while maintaining client satisfaction. Other tasks deemed necessary Qualifications Proven sales experience,

preferably in digital media, advertising, or the cryptocurrency industry. Strong understanding of the cryptocurrency and blockchain landscape. Excellent communication, negotiation, and presentation skills. Ability to work independently and as part of a team in a fast-paced and changing environment. Proficiency in CRM software. Working in the existing crypto media space is a very big plus. Why RecruitGo? RecruitGo seamlessly links world-class business partners with top-tier global talent in emerging markets. Secure legal employment through our Employer of Record services and embark on a journey to unparalleled professional opportunities. Salary Range: Open for negotiation. Diverse Challenges: Each day offers fresh opportunities and unique challenges that keep your work engaging and rewarding. Team Collaboration: Join forces with a supportive team, where your insights and contributions are valued. Inclusivity: Be part of an inclusive and diverse workplace that values your contributions. Powered by JazzHR

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