

Institutional Sales Director Jobs In Ajman | Glassnode

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Location: ajman

Category: other-general

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We're an ambitious team of researchers, builders, and entrepreneurs with many years of experience in crypto, and we are passionate about digital assets. With a new product roadmap, we are adding several new products to our portfolio beyond on-chain data – we are becoming a more comprehensive go-to crypto platform for various needs.

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Responsibilities Focus on Glassnode's Institutional segment (hedge funds, asset managers, crypto funds, banks, etc.) to qualify and convert business opportunities to achieve and exceed sales targets through inbound leads and direct outbound targeted campaign execution
Build relationships with Glassnode's Institutional customers ensuring revenue growth and customer retention

Position our business value with target stakeholders and lead sales meetings,

demonstrate Glassnode's products to Institutions to build long-lasting relationships

Together with the Head of Sales, you will work on strategies to generate a pipeline, drive sales opportunities and deliver repeatable and predictable bookings

Manage all CRM activity relating to your accounts

Being in charge of customer onboarding, ensuring successful product adoption

Conducting regular quarterly business reviews with clients to improve customer retention, ensure customer renewal, and reduce churn

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Requirement 4-5+ years of direct, customer-facing sales experience

With experience in selling to Financial Institutions, you have a strong network in the industry and are able to identify who would be interested in our product

Experience in selling data or digital asset-related products is a bonus

Strong verbal and written communication skills

Ability to work independently whilst collaborating closely with a fast-growing remote team

Entrepreneurial mindset with a strong sense of ownership, empathy, and determination to get things done

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