

Senior Business Development Manager (Partnership) | CoinMarketCap Dubai

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Company: CoinMarketCap

Location: dubai

Category: other-general

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CoinMarketCap is the world's most trusted & accurate source for crypto market capitalizations, pricing and information.

Our mission is to be the world's authority on cryptocurrency data. We believe in an open and Decentralized world, where we play a pivotal role in powering decisions and insights to drive greater understanding and adoption of cryptocurrencies. We want to achieve this mission with people who truly believe in the value and potential of empowering individuals.

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Job Description

Main revenue driver for the company – manage end-to-end sales processes from outreach, pitching, negotiations, contracting, and post-sales client management

Manage general sales enquiries for crypto data Pro API solution, advertising and other related propositions as required

Manage day to day operations and maintenance related to Pro API and advertising

Serve as a communication bridge between clients/partners and internal teams for troubleshooting issues and other operational matters

Prepare regular reports of progress and forecasts using key account metrics

Expand the relationships with existing clients by continuously proposing solutions that meet their objectives

Play an integral part in generating new sales that will turn into long-lasting relationships to ensure continuous revenue growth

Prepare proposals/business plans for securing new business opportunities

Qualifications

At least 5 years of experience in related fields

Experience in providing solutions based on customer needs within the crypto space (strong network within the crypto industry is a must!)

Fluency in English (native level), additional languages are a bonus

Strong communication and interpersonal skills with aptitude in building relationships with professionals of all organizational levels

Passionate about crypto

Basic knowledge of APIs and how they work

Excellent organizational skills

Ability in problem-solving and negotiation

BSc/BA in business administration, sales, marketing or relevant fields

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