



## **Position: Business Development Manager**

Coinweb is on a mission to solve blockchain's biggest problems. We're making usable blockchain technology that's more collaborative, better connected, and accessible for everyone. We have a diverse and international team with offices in London, Bangkok, Kyiv and Barcelona.

### **For our overall DeFi projects, we are looking for a Business Development Manager.**

The candidate will be responsible for signing up new customers on our 2 DeFi platforms. The candidate will work out a strategy together with Product Management and pro-actively develop this market. Affinity with FinTech and/or E-commerce is a plus.

We are seeking for this position ideally a Business Development manager with experience. You need to enjoy solving problems, be innovative and get the desired result. You will report to the Head of Operations.

### **Responsibilities**

- Work with our existing customer base
- Develop strategies to onboard additional customers
- Create loyalty and upsell plans and execute

### **Qualifications**

- Strategic understanding of the Digital Wallet and Payment Market
- Innovative and think out of the box
- Analytical skills
- No 9-5 mentality

### **Location**

- Bangkok is the preferred option
- Barcelona and Kyiv are also a possibility
- Remote work is possible on specific days

### **Remuneration**

- Subject to experience and qualifications
- Performance-related bonuses

### **Contact**

[jobs@coinweb.io](mailto:jobs@coinweb.io)