

# (Senior) Institutional Sales Manager (m/f/div)

 Berlin, remote  Start date: Now  Competitive salary  Competitive equity

## Company Description

Finoa is the leading digital asset platform for institutional investors and corporations, backed by renowned investors like Coparion, Venture Stars, and Signature Ventures. Founded by Henrik Gebbing and Christopher May in 2018 and based on a shared aspiration to make institutional interaction with digital assets as simple and secure as possible, Finoa has grown into a truly international company, powered by a diverse team, and serving hundreds of clients globally. If you want to join one of Europe's most exciting FinTech start-ups, be part of this once in a lifetime opportunity, and grow together with our company, then this is your chance to apply.

## Job Description

Finoa is looking for a passionate and driven sales professional to grow our business globally by advocating our unique value proposition in the global crypto- and financial eco-system. This person will play a pivotal role in broadening Finoa's reputation as a trusted and secure platform for institutional investors and corporations and will leverage a thoughtful and knowledgeable approach to sales, both to gain new business but also to cultivate existing relationships.

## Role Description

- Build strong trust-relationships with institutional investors and corporations.
- Manage all inbound interest effectively and professionally.
- Become a Finoa platform expert and brand ambassador.
- Build and maintain a high-quality sales pipeline, by qualifying and prioritizing leads efficiently and intelligently.
- Manage a complete sales cycle with overflow deals in times of abundant opportunity creation.
- Impress clients, prospects, and partners by always delivering a white glove experience.
- Cultivate current and develop new relationships with target prospects that will provide reference for Finoa.
- Contribute to the design and implementation of new strategies to generate revenue for our various businesses.
- Collaborate cross-functionally with Marketing, Business Development, Customer Support, Business Operations, and Finoa's Leadership team.
- Organize and maintain sales collateral for access by other team members, including RFPs and DD.

## Requirements

- Bachelor's Degree in Economics, Management, or similar; Master's degree is a plus.
- You have 3-5 years of relevant experience in sales and financial services, ideally with considerable exposure to institutional decision-makers and investors.
- You have a strong in-person and on-camera/call presence and can speak confidently and convincingly about complex financial topics in a compelling and engaging way.
- You are passionate about digital assets and always up to date on the most recent developments shaping the crypto eco-system.
- You are very familiar with Salesforce, HubSpot or similar CRM platform for client management and forecasting.
- You have demonstrated ability to carry a quota, sell, and drive business growth.
- You have excellent verbal/written communication and strong interpersonal skills.
- You are a competitive self-starter with passion for learning about new technology and the ability to roll up sleeves.

## Why you should apply



**Diverse and inclusive team:** We are from 10+ different countries with diversity of both thought and background on a mission to disrupt the digital asset industry. We support each other and take pride in our achievements. We attract talents from companies like McKinsey, Credit Suisse, JP, Morgan, Google, Moonfare, and N26.



**Ownership & learning-curve:** Opportunity to make an active contribution to the growth story of one of the leading disruptors in the FinTech industry.



**Communication:** We treat our staff like owners by being open, transparent, and providing regular communication about our direction and progress. We provide regular insights into decision making, strategy, and company-wide OKR progress so that each of our employees is aligned and empowered. We are also always aiming to improve how we can more effectively communicate.



**Office:** We offer both the flexibility to work remotely or to work in style and comfort from our modern office at Checkpoint Charlie, the heart of Berlin (at the moment, we all work from home).

## How to get in touch

If you believe this opening paints an adequate picture of your profile, please visit this site and apply: <https://finoagmbh.recruitee.com/o/senior-institutional-sales-manager-mfdiv>

*Finoa is an equal opportunity employer devoted to diversity and inclusion in the workplace. We do not discriminate on the basis of race, religion, colour, national origin, gender, sexual orientation, age, marital status or disability status.*