

OPEN POSITION | 31 MARCH 2022

AlgoTrader is the global leader in institutional trading technology for both digital and traditional assets. With its advanced software solutions, AlgoTrader gives banks, hedge funds, brokers, crypto funds and other financial institutions an end-to-end platform for best execution and event-driven alpha generation. The company's offering includes WIRESWARM, a digital asset trading and connectivity platform for banks and brokers, AT QUANT, an end-to-end quantitative trading solution with automated trade signal generation and order execution, and AT OEMS, a state-of-the-art Order and Execution Management System for systematic and discretionary buy-side institutions with managed connectivity to over 400 liquidity venues. AlgoTrader's interdisciplinary team of highly experienced industry experts is shaping institutional trading. Founded in Switzerland and based in Zurich, New York and Singapore, AlgoTrader operates globally.

We're searching for a

## Senior Crypto & Digital Asset Trading Software Sales Executive (United States)

### #1 Job overview

Building on our strong recent growth, we are now actively seeking an experienced Financial Services Technology Senior Sales Executive to join our team covering the Americas market. In this role you will build relationships, be on the front lines of all critical customer service issues, and help manage the customer lifecycle through pivotal stages in their AlgoTrader journey.

With a demonstrable and successful track record in delivering mission-critical solutions to Sell-side and Capital Markets firms, you will be responsible for actively developing, managing and closing new clients in addition to supporting our existing client portfolio. As a confident and motivated self-starter, you are able to proactively develop outbound prospects (e.g. on conferences) as well qualifying and managing in-bound leads from our marketing and branding efforts.

With your strong strategic solution sales experience in electronic trading and execution and a successful selling record of managing multiple complex sales engagements into buy-side firms like Hedge Funds you increase our growing Digital Asset economy exposure in Crypto & Digital Asset Trading.

This is an extremely exciting time to join an ambitious high-growth Fintech with a strong client base and market demand for a well-established solution. This is a partly remote-based position reporting to the CRO for a seasoned sales professional located in the greater New York area. It is with a preference for those able to commute on occasion to our NYC office and attend local in-person industry events.

### #2 Responsibilities

- > Identifying new key buy-side institutional clients
- > Explain our technology solutions to customers and close deals
- > Responsibility for sales to new and existing clients
- > Developing and growing the Americas region for AlgoTrader with a particular focus on the North American and Brazilian markets
- > Manage the entire sales process from business development, lead qualification, business analysis, client presentations through to negotiation and deal closing
- > Guide clients through the institutional onboarding process
- > Supporting clients through the implementation process and on-going Account Management duties
- > Cooperate with internal teams like marketing, pre-sales and sales support to increase sales through participating in the construction and delivery of successful go-to-market campaigns oriented towards the Americas region
- > Hit sales targets and be measured primarily on delivering new business

### #3 Knowledge & Experience

- > Minimum 5 years of strategic B2B consultative solution sales experience
- > Existing network within buy-side firms focused on crypto / digital asset trading highly preferable. Ties to sell-side firms and banks looking to get into the digital asset space are a plus.
- > Proven track record of meeting ambitious business sales targets in enterprise sales for institutional trading solutions or in a business development role for a buy-side fund focusing on digital asset / crypto trading preferable.
- > Experience in digital asset / crypto trading and execution management solutions highly favored
- > Understanding of key infrastructure and technology challenges in institutional crypto / digital asset trading required
- > Proven experience in selling Financial Services Technology Solutions to multiple levels within client organizations, up to and including C-Suite management
- > Extensive experience in building and maintaining strategic accounts and partnership relationships in Financial Services
- > Generation of go-to-market and sales execution strategies for different target groups
- > Experience in working in a distributed global environment

### #4 Required Skills

- > Bachelors's degree or higher in Business or Engineering
- > Keen understanding of main business and technical challenges associated with institutional crypto / digital asset trading lifecycles
- > Strong background and relevant experience, preferably in an institutional sales or trading role for an investment bank, brokerage firm, or crypto native asset trading platform or fund.
- > Passionate about crypto assets and strong understanding of the blockchain ecosystem
- > Enthusiasm about AlgoTraders' products and business model
- > Excellent presentation and communication skills (written and oral)
- > A strategic thinker with a strong new business hunter mentality
- > Ability to manage multiple and complex solution sales processes to successful closure and closure rates
- > Ability and willingness to maximize client value through hands-on account management, upselling and managing client satisfaction
- > Be a team player and happy to work with the global team and processes in terms of reporting, opportunity management, and forecasting
- > Entrepreneurial, proactive, curious & innovative personality
- > Strong analytical and structured mindset and very results-oriented
- > Hands-on, can-do type of personality
- > Fluent in English, Spanish or Portuguese is a plus