

tradias is a fast-growing start-up with offices in Frankfurt, Athens and Toronto. We offer our institutional clients a secure platform for trading digital assets. In addition to trading, we offer a wide range of services for digital assets.

(Senior) Sales Manager (m/f/d) Frankfurt am Main, Germany

You are looking for a dynamic environment in which you can use your strengths and develop yourself further? Our agile FinTech is the place to be for you! Grow with us and let's innovate the European crypto and digital assets universe together.

Your Tasks:

- Client Acquisition and Retention: Develop and execute strategies to attract and maintain institutional and corporate clients
- Market Analysis and Competitive Strategy: Conduct market research to enhance competitive positioning and identify trends
- Cross-Functional Collaboration: Work closely with compliance, legal, and trading teams to align client strategies with regulatory standards
- Sales Performance Monitoring: Track and analyze sales metrics to adjust strategies and ensure target achievement
- Close coordination with project management team for continuous product improvements

Your Profile:

- Proactive Client Outreach: Actively engages and follows up with clients to build strong relationships
- Mentality to win new business and focused on closing deals
- Crypto & Digital Asset Knowledge: Solid understanding of digital assets, eager to deepen expertise
- Adaptable Problem Solver: Quickly adapts to changes and finds solutions in a fast-paced environment
- Goal-Oriented: Focused on meeting and exceeding sales targets through diligent tracking
- Clear Communicator: Presents solutions effectively to build client trust and meet needs
- Ambition: Focus on delivering excellence in every process and task
- Team spirit, high level of commitment and initiative

Tradias offers:

- Work with experts from the digital assets / crypto industry
- Flat hierarchies
- Flexible working hours with home office options
- International and modern working environment
- Strongly motivated young and dynamic team
- A high degree of self-reliance, responsibility and development perspective
- 30 days vacation/year
- Attractive compensation package
- Team and company events
- A modern office in the middle of Frankfurt

Be part of our driven team! Send us your complete application via e-mail to the address kariere@tradias.de, stating the earliest possible joining date and your salary expectations.

Formulations referring to individuals in the job advertisement are to be considered gender-neutral.