

Head B2B Sales

Founded in April 2018 and headquartered in Zug, AMINA Bank is a pioneer in the financial industry providing a seamless, secure and easy-to-use bridge between digital and traditional assets. As a smart bank AMINA Bank offers a fully universal suite of regulated banking services in the emerging digital economy. In August 2019, AMINA Bank received a Swiss banking and securities dealer licence – the first time a reputed, regulatory authority such as FINMA has granted a licence to a financial services provider with a core capability in digital assets. The broad, vertically integrated spectrum of services combined with the highest security standards, make AMINA Bank's value proposition unique - this is why Banque de France selected AMINA Bank to test the integration of Central Bank Digital Currency (CBDC). CVVC Global Report and CB Insights names AMINA Bank as Top 50 Companies within the blockchain ecosystem.

We are bringing a new financial services paradigm to the blockchain and finance economy. In scope of our growth plans we are looking for a **Head B2B Sales** to join our Chief Commercial Office – Europe team.

In this function you will be responsible for the following:

- Actively expanding the Bank's market share:
 - Securing B2B collaborations (omnibus account, product sales) through effective, systematic execution of the Institutional sales strategy
 - Effectively dealing with RFPs and driving acquisition processes from start to finish
 - Representing the bank in sales and account management in the overall B2B client segment
- Managing Global Key accounts:
 - Focus on a maintaining high degree of client service towards existing and new B2B accounts
 - Be the 'face' of designated key accounts that are high revenue drivers for the Bank
 - Facilitating large volume trades and transactions
- Ownership Business Introducer Circle:
 - Managing relationships with Business Introducers
 - Enable and educate BIs to market our crypto services
- Team participation and ensuring frictionless desk operations with limited resources:
 - Reviewing client documentation (KYC) in the onboarding process
 - Representing team interests internally and providing the team with required resources
 - Establishing, reviewing and improving processes in order to facilitate efficient, yet risk mitigating operations
 - Pre-qualification for potential leads from account referrals

For you to become part of AMINA's journey, we require the following set of experience:

- Strong network within the B2B Client Segment, particularly across EMEA
- 10+ years of experience in B2B, with 5+ years with a regulated financial services organization
- Successfully handled RFP's, institutional collaboration structures (e.g. omnibus accounts)
- Strong negotiation skills and C-level experience
- Crypto know-how and an existing network within the blockchain community (national and international) is a strong plus.

Join our skilled team and together redefine finance.

We owe our exponential growth to our innovative and collaborate team spirit and talented workforce. Every voice counts as we are always committed to learning from diverse perspectives and backgrounds because our people make the difference at AMINA Bank. **Regardless of your age, gender, belief, and background, at AMINA EVERYONE (E) is welcome!**

We very much look forward to receiving your full application and hearing about your motivation (CV, Motivation Letter, Reference Letters and Diplomas)

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Additional information

Location	Zug
Position type	Full-time employee
Start of work	As of now

Responsible

Adhishtha Parmar