



# CAREER

Frankfurt am Main, Deutschland

## Head of Professional Services – XVA Blockchain

### About Advanced Blockchain Solutions:

Advanced Blockchain Solutions provides financial services based on blockchain technology. The application of our XVA-Blockchain distributed ledger technology to financial services will be a gamechanger for capital markets with regards to EFFICIENCY, but also SECURITY, TRUST and TRANSPARENCY between business partners. If you are excited about shaping a better future for capital markets, then join us as **Head of Professional Services** at Advanced Blockchain Solutions!

### We are looking for:

An experienced sales or professional services executive. This is an excellent growth opportunity in a fast paced financial technology company. The role would suit a candidate who is energetic, aggressive and passionate about growing our client base. The Executive is directly responsible for identifying, qualifying and closing new accounts within an established and defined territory. This opportunity will be a good fit for an experienced person with Risk and Regulatory Reporting or background selling to the buy and sell side within the financial services markets. The role will

#### Advanced Blockchain Solutions GmbH

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[www.xva-blockchain.com](http://www.xva-blockchain.com)

be based in Germany (Frankfurt Area preferred). You are given the opportunity to work directly with our C-Level team, reporting into our CEO.

### **Responsibilities:**

- Responsible for the sale of software licenses and professional services.
- Work with prospects to understand and identify their objectives and needs while aligning our products and services where opportunities exist.
- Strive to increase market share and support sales & marketing programs, RFP's, bids and other client requirements to grow sales and strengthen relationships.
- Communicate the value proposition and Return on Investment (ROI) to prospective clients.
- Manage the sales process: prospect, generate leads, qualify opportunities and "quarterback" the team to position our company's solutions to solve the clients' business problems.
- Thoroughly understand and significantly influence the prospective clients' decision-making process.
- Perform sales presentations/demonstrations to position our solutions with identified needs.
- Achieve/exceed sales objectives and quotas through the expansion and growth of business relationships with new clients using a consultative and process-driven approach.

### **Required Skills/Qualifications/Experience:**

- Minimum of 5 to 7 years' experience in the financial capital markets industry with deep understanding of Risk and the OTC markets.
- Independent thinker, with good judgment skills and proven track record in problem-solving.
- Ability to work in a fast-paced environment, self-starter mode.
- Proactive approach to sales. Solution Selling a plus.
- Must be capable of balancing general prospecting requirements, fulfilling client needs, and meeting company strategic goals.
- Superior presentation, business writing, and oral communication skills.
- Must be comfortable working at all levels of an organization.
- Fluent in German and English, other languages a plus.
- Willingness to travel on a regular basis.
- College/University degree required, MBA preferred.

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## **Benefits and Opportunities - as part of our team, you'll enjoy:**

- The hustle of a startup with the impact of a global business.
- Enjoyable work, solving genuine quantitative and technical problems for a wide range of buy-side and sell-side clients.
- Entry into an elite sector of the software industry where innovation is well rewarded.
- Career development with multiple career pathways.
- Working with an extraordinary team of smart, creative, fun and highly motivated people.
- Learn from senior professionals with deep experience in technology and finance.
- Opportunity to travel and work across Europe.
- A direct impact of your work on the company success with resulting considerable upside both in terms of career development as well as rewards.

If this opportunity sounds like what you're looking for, please apply with your resume, along with a short description of your current career objectives as PDF to [hr@xva-blockchain.com](mailto:hr@xva-blockchain.com).

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