



CAREER

Frankfurt am Main, Munich, Deutschland

Key Account Manager – 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 **Key Account Manager** at Advanced Blockchain Solutions!

We are looking for:

A results-driven Key Account Manager to actively seek out and engage customer prospects. You will provide complete and appropriate solutions for every customer in order to boost top-line revenue growth, customer acquisition levels and profitability. You will be responsible for obtaining and maintaining long term key customers by comprehending their requirements. The ideal candidate will be apt in building strong relationships with strategic customers. You will be able to identify needs and requirements to promote our company's solutions and achieve

Advanced Blockchain Solutions GmbH

Geschäftsführer: Thomas A. Schwiertz
USt.-ID Nummer: DE315488939
HRB: 47810

Wilhelm-Christ-Str. 16
55122 Mainz Germany

Bank: Volksbank Main Spitze
IBAN: DE12508629030000013390
BIC: GENODE51GIN

Tel: +49 6131 3367062
sales@xva-blockchain.com

www.xva-blockchain.com

mutual satisfaction. The goal is to contribute in sustaining and growing our business to achieve long-term success. The position will be based in Frankfurt or Munich. Traveling to London, Paris and other financial hubs will be a major part of your role.

Responsibilities:

- Selling XVA Blockchain services to prospective customers.
- Performing cost-benefit analyses of existing and potential customers.
- Maintaining positive business relationships to ensure future sales.
- Develop trusted relationships with a portfolio of major clients.
- Acquire a thorough understanding of key customer needs and requirements.
- Expand the relationships with existing customers by continuously proposing solutions that meet their objectives.
- Ensure the correct consultants and services are delivered to customers in a timely manner.
- Serve as the link of communication between key customers and the consultants.
- Play an integral part in generating new sales that will turn into long-lasting relationships.

Required Skills/Qualifications/Experience:

- Proven experience in the financial industry or relevant education.
- Experience in sales and providing solutions based on customer needs.
- Strong communication and interpersonal skills with aptitude in building relationships with professionals of all organizational levels.
- Excellent organizational skills and structured way of working.
- Ability in problem-solving and negotiation.
- BSc/BA in business administration, sales or relevant field.
- Fluent in German and English, other languages a plus.

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.

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- 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.

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