

Head of Crypto Fund Sales & Business Development – the Netherlands (50 – 100%)

About Us

Cyber Capital, founded in 2016 and based in Amsterdam (Netherlands) is an investment firm committed to generate superior returns for their investors through an actively managed crypto-assets portfolio with a long-term investment horizon.

As a pioneer in crypto fund management, we combine established crypto investment expertise with traditional investment processes to bridge the gap between digital investment opportunities and traditional investors looking to gain exposure to cryptocurrencies.

About the Job

- Be a member of a growing dynamic and diverse international team as a key interface between sales and the investment team to ensure the fund products are well represented and presented to investors.
- Drive fund sales across private and institutional investors through your network of asset managers, private banks and family offices in the Netherlands and ideally in the UK, Switzerland and UAE to support business development.
- Report directly to the CEO and work closely with the CIO, Head Legal & Compliance, Head Operations and Marketing colleagues.
- Prepare marketing and sales plans and clear business cases for agreement with the Executive Management.
- Interact with prospects/clients to be their go-to crypto business specialist.
- Market all products appropriately and answer detailed queries.
- Ensure all marketing materials and onboarding documents are up-to-date, compliant and ready ahead of marketing activities.
- Lead training, education and product communication when necessary.
- Business travel as required.

About you

- You have a strong understanding and experience in alternative investment products and ability to talk knowledgeably about the crypto industry both from a direct investment or a fund-of-fund type of investment experience.
- Have a developed network within banks, family offices, asset managers for alternative fund sales.
- Hold a proven track record of fund sales or product sales success over the last 5-10 years to private and institutional investors.
- You are a strategic thinker coupled with a high degree of business and commercial awareness and acumen.

Apply to Cyber Capital

Thanks for your interest in careers at Cyber Capital. If you think you could be a good fit for our team, we look forward to hearing from you.

When submitting your application to careers@cyber.capital, remember to include a motivation letter, a curriculum vitae as well as available references.

- Have strong interpersonal and relationship management skills.
- Can operate in an entrepreneurial and independent manner, whilst being fully integrated into the organisation.
- Are commercially and customer oriented and take ownership of client engagement.
- Have a proactive and energetic personality. You are passionate about what you do.
- Fluent in English and Dutch – oral and written. German is an asset.
- You are a person who makes the day work.

Competencies

- Experienced with Word, PowerPoint and Excel.
- Experienced with customer relationship management tools e.g. Pipedrive.
- Results oriented and able to work effectively under pressure.
- Detail oriented and precise. You take pride in your work.
- Excellent communication and influencing skills.
- Analytical & conceptual thinking.
- Competent in handling conflicts and taking constructive feedback.
- Team Player.

Seniority Level

Senior / Director Level

Industry

Fund industry / Financial Services

Employment Type

Full-time

Job Functions

Finance / Sales