



# KOMAINU

## Job Description

<b>Job Title:</b>	Head of APAC Sales
<b>Reports To:</b>	Head of Sales / Strategy
<b>Location:</b>	Singapore, right to work applicants only

### About the Company:

Komainu is the first regulated digital asset custody solution built by institutions for institutions.

Komainu was established as a Joint Venture between Nomura, Ledger and Coinshares to fill a gap in the marketplace and provide regulated entities with a secure and compliant custody service for investment in digital assets. Since then, the trend of financial services firms adopting digital assets has only accelerated, further increasing the need for regulated and institutional-grade infrastructure for digital assets.

To support the rapid growth of the company and to accelerate the institutional adoption of digital assets, Komainu is actively seeking to onboard best-in-class talent globally.

### Role Summary:

The role can encompass experience in covering traditional financial institutions and asset managers for core custody and expanded prime services in the virtual asset space to connectivity to more crypto native DeFi projects that require a regulated custody solution.

The Head of APAC Sales responsibilities include developing key growth sales strategies, tactics and action plans across target segments. Successful execution of these strategies is required to achieve Komainu's growth targets, through its Jersey based offering and future entities.

The Head of APAC Sales duties will include achieving annual growth targets, managing the locally based Sales team and any regionally based team members, delivering a key feeder development plan and understanding general industry trends.

In this role the Head of APAC Sales will work closely with the management team and will lead the business development team to achieve revenue growth in-line with growth targets.



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## **Duties & Responsibilities:**

- Developing growth strategy, tactics, sales plans and key intermediary plans for target territory.
- Developing relationships with prospects and key clients.
- Coordinating sales and marketing activities with other regional heads for key prospects and relationships.
- Identifying and reporting on business opportunities in target markets.
- Representing the business at conferences and networking events.
- Maximising new business development opportunities.
- Collecting market feedback regarding competitive offerings, prospect needs and feedback for product development ideas.
- Taking ownership of the sales targets.
- Implementing cross-selling initiatives (with future Prime services).
- Establishing and monitoring the sales approach against comprehensive KPIs.
- Preparing monthly reports for the CEO/ Global Head of Sales.
- Preparing and executing the sales strategy across key market segments, including the following:
  - further develop existing clients;
  - roll out a structured indirect and direct sales approach;
  - roll out a structured Intermediaries strategy, personally being involved in key relationships /meetings.
- Participating in key New Business opportunities and relationship management.

**Undertaking any other such duties as may be reasonably required by the role.**



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### **Qualifications, Skills & Experience:**

- Industry expertise in Komainu's key market segments.
- Experience leading and managing a sales team.
- Expert sales and negotiation skills.
- Entrepreneurial approach and self starter.
- Excellent communication skills and collaboration ability with colleagues.
- Good planning and organizational skills.
- Copes well under pressure and possesses resilience.
- Evidence of budget management and reporting skills.

### **How to apply:**

- Please send an email with your CV and a covering letter to [careers@komainu.com](mailto:careers@komainu.com)