



KOMAINU

Job Description

Job Title:	EMEA Sales Lead
Reports To:	Head of Sales / Strategy
Location:	London, 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 duties of the EMEA Sales role will include developing a target specific plan for prospects, achieving annual sales/ growth targets, and delivering a key feeder development plan as well as having an understanding general industry trends. The individual will work within an experienced team and coordinate activities with the overall segment strategies and joint team plan.

In this role the applicant will work closely with the Head of Sales (EMEA) and will develop business opportunities 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 prospects.
- 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.
- Maximizing 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, Staking and new offerings).
- Establishing and monitoring the sales approach against comprehensive KPIs.
- Preparing weekly/monthly updates on activities against progress
- 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.
- Working as a key team member of a small but experienced group
- 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.

How to apply:

- Please send an email with your CV and a covering letter to careers@komainu.com