



# KOMAINU

## Job Description

**Job Title:** Institutional Sales Lead EMEA

**Reports To:** Head of Sales

**Direct Reports:** TBC

**Location:** Singapore

### 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 Coin shares 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:

Komainu is currently looking to expand our Sales team at various junior and senior levels. This role will report directly to the Head of Sales and is a great opportunity for mid-level / senior business development professionals within financial services/cryptocurrency. We're looking for candidates based out of the London area who are able to commute to/work on-site in the London office (with the option to work remotely for part of the week).

### Duties & Responsibilities:

- Work closely with senior members of the institutional sales team to co-own client relationships. Provide support for live deals, including but not limited to preparing presentations, proposals, and coordinating with other internal teams.
- Co-own and organize client relationships: help with contracting, upselling, administrative tasks, billing, bridging the gap between internal stakeholders and external clients.
- Become an expert in the cryptocurrency market and Komainu's various Products such as custody, trading, staking, lending, and DeFi.
- Work in a dynamic environment, driving and managing client requests, issues, and initiatives across multiple teams including trading, lending, operations, compliance, and support.
- Conduct demos and product deep dives, leveraging your expertise of Komainu's products and how they meet the needs of a specific client

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



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

- Multiple years of Sales experience in a client-facing capital markets role of which 2 years involve Digital Assets.
- Strong understanding of the complexities and challenges of the EMEA marketplace and its growth opportunities from a global view.
- Strong understanding of the sales process - generating leads, building relationships, and closing deals. Experience with CRM tools is a bonus.
- Strong knowledge of Custody, Trading, Staking and the prime brokerage business model, and its value proposition.