



<https://fintechnews.hk/job/partnership-and-account-manager-at-binance/>

Partnership and Account Manager

Responsibilities

- Account Management
- Cultivate deep relationships with projects listed on Binance
- Understand the business and needs of projects listed on Binance, to maximize their success on Binance
- Be the voice of our internal stakeholders – translate their needs and advocate on their behalf
- Liaise with internal and external stakeholders to support all BAU requests from projects (from operational to growth initiatives and campaign requests)
- Troubleshoot and solve ad-hoc issues in a timely manner
- Report status and performance of accounts and initiatives
- Growth and ecosystem building initiatives
- Hold accountable and have ownership of the success of projects listed on Binance, by identifying and executing win-win initiatives Identify win-win growth initiatives that will drive long term objectives of both projects and Binance's solutions/products/services
- Pitch, negotiate and execute growth initiatives with projects and internal stakeholders
- Identify and analyze performance metrics to further improve initiatives launched with projects
- Analyze and develop insights on trends, opportunities and competitor landscape related to assigned projects and sectors

Qualifications

- 5-9 years of proven success, ideally in a similar account management or customer success role E-commerce and Fintech background would be a plus
- Strong interpersonal skills. Ability to build and cultivate strong relationships with the team, cross-functional colleagues, and especially external partner
- Driven and positive attitude Highly hands-on / Ability to roll up your sleeves
- Analytical and structured
- Entrepreneurship mentality. Must be a self-starter and leader who evaluates the risks and rewards of different growth initiatives
- A passion for crypto and digital assets. We are trying to change an entire industry and it will take time. Passion is what gets you excited to come to work every morning

Job Benefits

- Do something meaningful; Be a part of the future of finance technology and the no.1 company in the industry
- Fast moving, challenging and unique business problems
- International work environment and flat organisation
- Great career development opportunities in a growing company
- Possibility for relocation and international transfers mid-career
- Competitive salary

Hiring organization

Binance

Binance is the world's leading blockchain and cryptocurrency infrastructure provider with a financial product suite that includes the largest digital asset exchange by volume. Trusted by millions worldwide, the Binance platform is dedicated to increasing the freedom of money for users, and features an unmatched portfolio of crypto products and offerings, including: trading and finance, education, data and research, social good, investment and incubation, decentralization and infrastructure solutions, and more.

Employment Type

Full-time

Job Location

Remote work from: Hong Kong

Date posted

June 8, 2022

APPLY

- Flexible working hours, Casual work attire