



Business Development Intern at flovtec

flovtec

flovtec is an award-winning Swiss technology company offering market-making and liquidity solutions to token issuers, digital asset exchanges, and investors. The company's pioneering vision is to be the first fully automated digital store for liquidity solutions for token issuers next to a marketplace for matching tokens and exchanges.

flovtec offers a unique opportunity to delve into the world of digital assets, and work on one of the core problems of the ecosystem, which is liquidity. flovtec provides the ideal environment for ambitious personalities to grow and progress within the most exciting industry of our time.

Job Description

Job Title	Business Development Intern
Location	Global/Remote/Switzerland
Reports to	Chief of Growth

What we are looking for:

We are seeking a highly motivated and resourceful intern, who wants to seize the opportunity of entering the crypto/digital asset space. No previous formal work experience in crypto is required, but ideally you have already developed a passion and keen interest in the space and share our enthusiasm for it. Some work-experience in Business Development a big plus. Whilst, we are hiring for an intern position initially, in an optimal scenario, the role develops into a full-time position.

Responsibilities:

flovtec's core business is a B2B business where we offer our market-making and liquidity solutions to token issuers, protocols and exchanges. The Growth Team is responsible for generating leads and converting them into clients. It is also responsible for constantly iterating our product offering in close collaboration with the tech team.

As a BD intern you will get full exposure to prospects and clients. You will help improve our product offering, our sales material, and our brand. You will also engage in client support and help develop ways of improving scalability of flovtec's entire offering.

flovtec has flat hierarchies. Whilst you will, naturally, receive guidance and support from the entire team, you will be expected to take full ownership of certain projects and tasks and be held accountable for their completion.



Qualifications:

- A proven interest and understanding of the crypto space and financial markets
- A top academic track record in a relevant field
- Flawless communication in English, in both written and spoken form.
- A keen interest and understanding of the dynamics of B2B Sales and Business Development
- Ideally, a basic understanding of Digital Marketing
- Basic coding abilities such as Python, SQL are a plus but not required
- High ability of being structured and well organized in a hectic and highly dynamic work-environment

What we offer:

- A seat at the table at one of the most promising crypto startups in Switzerland
- An entry point to the most exciting industry of our time
- Direct exposure to clients, partners, etc, which will allow you to start building your own network in the crypto space
- A fun, international team of colleagues
- The chance to turn the internship into a full-time position, which makes you eligible for ESOP compensation etc.

If you are ready to change the world with flovtec, please send your CV and Cover Letter to: careers@flovtec.com