

Head of Sales

Reports to the SVP of Operations and Business Development

Coinme is on a mission to make every company a crypto company. We're seeking a passionate, growth-oriented leader to spearhead the growth of our B2B2C crypto-as-a-service product. Our turnkey SaaS APIs empower web3, crypto, and fintech/finance businesses to seamlessly integrate crypto features such as trading, custody, payments, rewards, and more into their products.

Join us in empowering companies to directly enable crypto trading, custody, payments, rewards, and more for their users.

You're a proven SaaS sales leader with:

- **5+ years** smashing sales targets in high-growth SaaS environments.
- **2+ years** building and managing high-performing sales teams.
- **Strong background** selling a web3/crypto product or service, with a solid understanding of SaaS, embedded finance, and web3/crypto ecosystems.
- **Deep network** fintech, crypto, and web3, with access to executive decision-makers.
- **Dynamic** sales leader with the ability to close deals and scale a team.
- **Agility and resilience** to thrive in a fast-paced startup culture.
- **Experience building and optimizing sales infrastructure:** This includes expertise in implementing CRM systems, developing lead generation programs, establishing pipeline management processes, and utilizing sales analytics tools.

What You'll Be Working On:

- **Craft and execute** an aggressive B2B2C partner acquisition strategy.
- **Build and coach** a world-class sales team for consistent growth.
- **Set and achieve** ambitious revenue targets (CLTV, ARR, MRR, ACV).
- **Drive GTM alignment** towards a unified market presence.
- **Master** Coinme's Embedded Crypto Finance offerings.
- **Champion** Web3 and crypto adoption across the industry.
- **Uncover actionable insights** from sales data to optimize performance and inform strategic decisions.
- **Develop and deliver insightful reports** on key metrics like pipeline health, win rates, conversion rates, and customer acquisition costs.
- **Collaborate with cross-functional teams** to leverage data-driven insights for continuous improvement.

Compensation and Benefits:

- Base Salary \$150,000 - \$200,000 base + uncapped commissions
- 100% Remote - work from the comfort of your home
- Comprehensive health benefits package including options for 100% company-paid health, dental, vision, and life
- A diverse offering of supplemental insurance
- Generous Time Off, Parental Leave, & Paid Volunteer Hours
- Paid Holidays
- Great people!
- Friendly, non-competitive environment

Location:

This opportunity is for a full-time remote position for candidates residing in North America.

Travel

This position requires travel.

To apply for this position:

Learn more about our mission, vision, and culture at <https://coinme.com/careers>

Please send your resume to **careers@coinme.com**.

Coinme is an Equal Opportunity/Affirmative Action employer. Coinme is committed to promoting a diverse, inclusive, and inventive environment with the best employees. Our mission and values guide us as we work to ensure that everyone has the opportunity to contribute to their fullest potential. We consider all qualified applicants without regard to ethnicity, race, color, ancestry, national origin, religion, creed, sex, gender, gender expression or identity, genetic information, age, physical or invisible disability, family or medical care leave, veteran status, sexual orientation, political affiliation, or any other protected status in accordance with applicable laws, regulation, and ordinances.

Coinme is also committed to providing reasonable accommodations to individuals with disabilities. If you need reasonable accommodation because of a disability for any part of the employment process, please contact us at hr@coinme.com and let us know the nature of your request and your contact information.

Did you read the requirements as a checklist and not tick each box? Don't rule yourself out! If this role resonates with you, we want you to apply. Don't see the right opportunity? Email your resume to careers@coinme.com, and we'll review your resume for future opportunities.