

We are looking for

Business Development Manager

We are looking for a web3 partnership specialist ready to take ownership of the Business Development function of DRPC.ORG

DRPC.ORG is an Ethereum-based decentralized RPC network. We aim to set a new standard of reliability and affordability of RPC services in the most significant blockchain ecosystem - Ethereum.

Responsibilities

- Create a business development function and take ownership of it.
- Establish strong relationships with Ethereum, Arbitrum, Optimism, zkSync, StarkNet, and other significant players of the Ethereum ecosystem.
- Establish strong relationships with an entire list of TOP web3 dApps.
- Based on a deep understanding of our product and the market itself, be the voice of the community, which will help our Tech team to prioritize new functionality development.

Requirements

- Proven track record in B2B sales and business development for complex tech products for at least 5 years
- Deep understanding of the blockchain market and technology
- Robust negotiation skills, both written and verbal
- Proactive and self-driven behavior, willingness to take ownership

Conditions

- Remote work from any part of the world
- Competitive salary + quarter bonuses
- LTI program (RSU or Stock option)
- A high degree of autonomy, no micromanagement
- Ownership culture & ability to create something truly significant and big

To apply for this position, please send an email with your CV or LinkedIn to:

job@drpc.org