



Delivering the best crypto trading experience in the world

Partner Development Manager, Growth (Remote)

Mission

At Atani, we help traders and investors navigate the crypto ecosystem.

Atani provides an advanced platform for end-to-end crypto trading and tax management to users in 80+ countries. We enable portfolio monitoring, market analysis, trade execution and tax reporting for 1,500+ cryptocurrencies across 20+ of the major global crypto exchanges (Binance, Kraken, Coinbase Pro, Huobi, Bitfinex, Bitstamp, KuCoin, Bittrex, bitFlyer, Poloniex, OKEx, Gemini and more).

In a nutshell

To massively scale the growth of Atani, we are looking for a passionate **Partner Development Manager**, to take the lead in building and retaining a thriving global network of distribution partners, such as influencers, for our crypto trading product. This role will own global partnership development efforts and contribute to building a strong market presence of one of the fastest growing European crypto startups.

What you will do

- Develop and maintain strong relationships with key industry opinion leaders, influencers, crypto traders, educators, and content creators to get Atani in front of as many potential users as possible.
- Create, activate, and retain a high-performing global network of partners and affiliates for our crypto trading product across key platforms (YouTube, Twitch, Twitter, Reddit, Telegram, blogs, newsletters, etc.).
- Identify, qualify, attract, lead negotiations, handle the administration and close partnership & affiliate marketing deals to enable our growth.
- Design and promote unique pieces of instructional content (e.g., product pitches, battlecards, Q&As, video scripts, long-form articles) to train partners and enable them to become effective ambassadors of Atani.
- Support and coordinate ad-hoc campaigns with top partners to increase reach, engagement, and conversion.
- Work cross-functionally with internal teams (Marketing, Analytics, Product, Design, etc.) to build scalable partner selection, onboarding, and performance tracking processes to enable our rapid expansion.
- Monitor KPIs of partner deal pipeline and performance, actively manage our network of partners, and provide market and competitive intelligence for Atani, to inform overall growth and product strategy.

Who you are

- 3+ years of experience in business development, partner management, affiliate marketing or sales (at least 1 in crypto).
- Deep knowledge and relationships with the global crypto community of KOLs, influencers, traders, educators, and content creators.

careers@atani.com





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- Proven ability to manage multiple projects, take ownership, make things happen and get results.
- Strong analytical skills, combined with common sense and sound qualitative judgment to assess the fit of partners with Atani.
- Excellent communication skills, like conveying ideas, can influence others and drive change.
- Ambition. You are entrepreneurial, self-sufficient, resourceful and feel comfortable working in a high growth start-up and wearing many hats.
- Demonstrated thought leadership, like to explore emerging platforms and strategies, and provide forward-thinking ideas to build a massively successful global business.

Bonus. Ideally, you have:

- A track record of building successful networks of partners and affiliates for a crypto exchange, crypto trading platform or other relevant crypto projects.
- Or relevant experience managing business and partner development activities for top super-affiliates.

Why Atani?

- Full remote. Global mission – work from anywhere in the world.
- Enjoy working with the best: tier-one team and crypto traders since 2013.
- Learning: take part in shaping the future of crypto trading.
- Excellent growth opportunities: our team doubles each year.
- Maker: provide forward-thinking ideas to build a massively successful global business.
- Fun: strict no asshole policy.
- Flexible: It's all about getting things done.
- Competitive remuneration.
- You will LOVE your job 😊

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