

JOB DESCRIPTION

Job Title	ETFs & Funds Business Development Manager
Permanent or Fixed Term	Permanent or contract
Dept and Location	Cash Markets, Paris
Reports to	Head of ETFs & Funds

Job Profile

Euronext operates an established ETF listing and trading business across 5 European markets, Paris, London, Brussels, Amsterdam and Lisbon. We have successfully transformed the core ETF business, outperforming the market average in terms of value traded during 2015 and winning awards, voted for by clients, as the leading ETF exchange in Europe during 2016. The transformation has been driven by an exciting, passionate and dynamic team of ETF experts and young talent to build strong relationships with the industry, strengthen resilience in our core business and to develop new opportunities.

Euronext is in pole position to pursue new opportunities in ETF trading in Europe, which is still far behind the US market. We are developing an innovative, new platform which aims to create a truly pan-European, one stop shop for ETFs, created in partnership with the industry. It will include order driven and RFQ trading, NAV trading, ETF lending and potentially ETF options, leveraging Euronext's expertise as a leading market operator.

ETFs are in focus across Europe and increasingly becoming an important priority for both retail and institutional investors as an efficient and effective investment tool. Significant growth has been observed for many years and the outlook is extremely positive. Given our strengths in ETFs, Euronext has decided to invest further in this industry and made driving growth and transformation a top priority. Our new ETF platform is a key part of Euronext's Agility for Growth strategy announced in May 2016 to drive growth at the leading European exchange through to the end of 2019.

Euronext wants to invest in the recruitment of an experienced business development manager to drive this initiative with commercial intensity and ensure fast time to market with an optimum solution. The role requires a strong client network, domain expertise, a structured approach and clear knowledge of the sales process to successfully launch a new platform. It requires someone who is driven by results, tenacious, extremely good at building rapport with clients and can engage in detailed discussions about client needs across the value chain. The person will have responsibility for fine-tuning the design of the platform with clients, evaluating the approach with internal and external stakeholders and taking the platform to market.

The role reports to the Head of ETFs & Funds, who manages the PNL for these product lines with a team of business development/product management staff based in Paris and London. ETFs & Funds is an important part of the Cash Markets business at Euronext which also includes Equities, Structured Products and Fixed Income.

This role is an exciting and challenging opportunity for a motivated and proactive, self-starter to be involved in a growing business and be at the heart of transformation in the ETF industry. People with entrepreneurial flair will thrive on this project. It demands robust and credible knowledge of the ETF ecosystem as well as credibility and a strong profile within the industry. The role will combine functional expertise, product knowledge, client relationships and industry awareness and will therefore require a strong understanding of ETFs, EU regulation (MiFID 1&2), execution, post trade and trading technology.

The individual needs to have excellent communication skills and manage all stakeholders in the sales process. Client targets include buy side, sell side, liquidity providers, retail brokers, clearing members and vendors based in continental Europe.

Key Accountabilities

- Build effective relationships with all stakeholders (internal and external)
- Sell the platform to the various client groups winning their support and commitment for launch
- Engage clients on the detailed design of the platform and translate those into specific business requirements, empowering IT change to be streamlined and effective
- Ensure the highest quality, robust service proposition for clients
- Ensure the sales & marketing strategy is optimized and support materials are high quality & accurate
- Track and escalate risks & issues regarding levels of commitment and client readiness for launch
- Leverage professional network and contacts across the financial industry as a thought leader and ambassador for Euronext's ETF business
- Speak at events and conferences as required
- Work closely with the ETF team and other internal stakeholders
- Ensure the implementation of the new MTF on time and on budget

Knowledge, Skills and Experience Required

Must have relevant functional expertise related to ETFs, exchanges, financial markets, clearing, settlement, collateral and trading in Europe (essential) and US (preferred).

Must have successfully delivered new business or platform in Europe in the past and have knowledge of how to successfully gain commitment among various client groups.

Thorough understanding and experience of sales to financial services firms of multi-million euro change projects and programmes.

Strong and disciplined approach to sales and business development. A clear understanding of the sales process among the various client groups and able to demonstrate an adaptable but structured approach to delivering results.

Excellent relationship management, sales and communications capability

Strong industry awareness, obvious credibility with corporate customers and excellent knowledge of key target client communities as well as infrastructures.

Experience in projects delivered with multiple client types (sell side, buy side, retail, market makers, clearing members, vendors) including within strategic and / or commercial partnership structures

Pan European business experience – delivering sales across multiple geographic locations

Strong leadership, entrepreneurial and self-motivated

Relevant professional qualification. English & French essential. German preferred.

Please send resume and cover letter to candidaturesinternes@euronext.com.