



## REGIONAL MARKETING DIRECTOR

### Job Duties:

- Manage the development and implementation of STOXX' asset owner market research plan for Americas;
- Establish and implement marketing goals and objectives in conjunction with the company's senior management;
- Develop business marketing concepts, formulate strategies, and review analyses of activities and operations to determine the company's progress towards stated goals and objectives;
- Build strategic business development for institutional business for the company's North American business and involved in implementation of marketing plan in the region;
- Lead STOXX' marketing efforts for institutional client business opportunities across the U.S., including but not limited to pension plan sponsors, endowments, foundations and charitable organizations;
- Manage strategic business development and marketing initiatives in the U.S., including strategy proposals and implementation, consultant engagement, asset manager engagement, and financial negotiations with clients and prospects;
- Organize and lead meetings with clients' management and give recommendation to company's senior management regarding member admission;
- Coordinate promotional activities, working with developers and production managers, to market products;
- Develop pricing strategies, balancing company's objectives and member's satisfaction;
- Confer with legal staff to resolve problems, such as copyright infringement with outside distributors;
- Recommend modifications to products to improve their competitiveness on the market;
- Advise senior management and clients on local, national, or international factors affecting the buying or selling of products; and
- Deal with large institutional investors by managing the development of commercial relationships with ETF sponsors (companies or financial institutions, which create and administer exchange-traded funds), mutual funds companies, broker dealers, and asset owners in the U.S.

### Requirements:

Bachelor's degree in Economics or Marketing, 2-year experience in Marketing or Business Development Management, and knowledge of STOXX and DAX indices.

Please send your application documents to:

**STOXX Ltd**  
**1155 Avenue of the Americas**  
**19<sup>th</sup> floor**  
**New York**  
**NY 10036**