

Head of European Sales and Business Development – Index Publications

Summary

Index Publications is looking to appoint a head of European sales and business development. This is a new position and offers a chance for the successful candidate to work in a dynamic company, which is involved in media coverage of one of the fastest-growing areas of the financial industry. The job is based in London.

Responsibilities

- The successful candidate will be responsible for overall sales and business development in Europe
- He/she will build relationships with key clients in the European ETF, index and exchange industry
- The candidate will identify, pursue, negotiate and conclude advertising and sponsorship deals with Index Publications' European clients
- He/she will work closely with other Index Publications staff to promote, prepare and manage the annual European conference, as well as developing potential future conferences
- He/she will work closely with the European editor on analytical products and data services, evaluating their business potential, building a business plan and helping the company to achieve its goals.

Qualifications/Skills Required

- Excellent knowledge of the European ETF and index industry
- Fluent written and spoken English
- Other European languages desirable
- Excellent presentation and negotiating skills
- Ability to communicate clearly, work on a self-directed basis and operate under short deadlines
- Ability to work creatively to identify potential new business areas

About Us

Index Publications' titles (IndexUniverse.com, IndexUniverse.eu, Journal of Indexes, ETFR) cover product and market developments related to index funds, ETFs, index derivatives and the sophisticated investment strategies that use these financial tools.

We aim to provide the industry's best news, columns, research and features about the dynamic field of index-based investing and trading. Our websites also offer valuable tools and data to assess markets and investment products, and incisive commentary designed to help investors and advisers cut through the clutter and find the right products for them.

Index Publications' conferences – Inside ETFs, Inside ETFs Europe, and Inside Commodities – are widely regarded as the industry-leading events in the specialist area of exchange-traded funds and index investing.

[Location](#)

The job will be based at the company's European office in Hammersmith, London

[Salary and Benefits](#)

Further details available on request

[How To Apply](#)

Please send your CV and a brief covering letter to jobs@indexuniverse.com