

EPEX SPOT is looking for a Marketing Manager

Fluent in English

Permanent employment contract

THE COMPANY

The **European Power Exchange EPEX SPOT SE** operates physical short-term electricity markets in 13 countries: Central Western Europe, Switzerland, the United Kingdom, the Nordics and in Poland. The heart of our business is to bring together electricity supply and demand across Europe.

EPEX SPOT plays a pivotal role in the energy sector. We help ensure that the market price of electricity remains accurate 24 hours a day, 365 days a year by offering our members the right products for power trading. Striving for the well-functioning Internal Energy Market, EPEX SPOT shares its expertise with partners across the European continent and beyond. 303 companies have traded 614.8 TWh (about 30 b€ worth) of electricity on EPEX in 2021.

EPEX SPOT is a dynamic and fast-paced company which operates in a constantly moving landscape of the energy transition and the FinTech industries. We shape the future of the European power market by supporting decarbonisation, decentralisation, and digitalisation. Innovation is our tool to contribute, every day, to a more sustainable society and to facilitate the energy transition.

Passionate and creative individuals collectively make its success. We are defined by our friendly and trustful team-oriented atmosphere, our innovative mindset and customer orientation. We want our people to feel like they are part of our corporate family, and we empower our talents. We offer you the opportunity to be part of this endeavour. Do you want to change the world of power? Join us!

EPEX SPOT is a European company, based in Paris, Amsterdam, Berlin, Bern, London and Vienna. EPEX SPOT is a member of EEX Group, part of Deutsche Börse. European electricity transmission system operators hold 49% of EPEX SPOT through HGRT.

MISSION & CONTENT OF THE JOB

Our Marketing & Customer Solutions team is dedicated to continuously improving the customer experience at EPEX SPOT, in a fast-changing and competitive environment, to make its clients benefit from today's and tomorrow's best market opportunities.

Directly reporting to the Marketing & Customer Solutions Director, within a dynamic and highly qualified team and in close cooperation with the Sales team, your main responsibilities will include:

- **Studying the company's products**, their performance and their benefits for users
- **Analyzing, nurturing, and expanding the company's customer pipeline**
- Working with design, sales, communication and other expert teams to **position and promote our products**
- **Developing relevant marketing strategies** (go-to-market strategy, product launching, advertising...)

SKILLS & ABILITIES

To take up the challenge, we are looking for someone who is:

- A strong **Team Player**
- **Enthusiastic**: who shows interest, inspires and engages her/his teammates and audience
- **Living our corporate values**: dedicated to foster the company drive for premium services, in full integrity and respect towards customers, colleagues and stakeholders
- **Analytical**: capable of carrying sophisticated, data-driven business assessment on complex databases

... and we will value the following key competences:

- Excellent interpersonal skills, establishing and maintaining effective coordination processes with colleagues and constructive relationships with customers
- Excellent written, verbal communication and presentation skills
- Very good analytically mindset, comfortable with data, response metrics, trend and series analysis, segmentation...
- Working knowledge of CRM system and other key business intelligence and marketing automation systems used to generate, manage, and report on leads (e.g. Salesforce, Power BI...)
- Innovative spirit in developing or mining new business cases, services, marketing strategies
- Full proficiency in English, German is a plus

EDUCATION & EXPERIENCE

- You have gained the above competences throughout your studies in a Business School, during a Business Administration or Marketing Master, or in an Engineering school (preferably with a Business Administration major)
- You have already completed successful work experiences in the marketing or business development fields
- An expertise in the energy and/or trading business, the financial markets, or software industry would be a strong plus

LOCATION & REMUNERATION

Work location will be preferably Paris with no specific restriction among EPEX locations and an attractive hybrid work policy. Regular travels in Europe.

We are offering a permanent contract and will adapt the remuneration according to the profile and experience.

Contact

career@epexspot.com