

To strengthen our musical team, Qobuz is recruiting a



## **DIRECTOR OF MUSICAL PROGRAMMING AND MARKETING**

Qobuz is an international online music service, operating in 12 countries - and soon to open for business in even more.

The Qobuz product has been tried and tested many times and has proved its worth again and again. We now need to execute an ambitious development strategy, which aims to win over - that is, satisfy - tens of thousands of new customers, whether by means of our streaming subscription offer or our download service.

### **"DIRECTOR OF MUSICAL PROGRAMMING AND MARKETING"**

#### **JOB DESCRIPTION**

We are looking for a commercial manager for a team of fastidious and finicky music experts! Musical expertise is at the core of the value of the Qobuz product: it is an expertise which we need to transform into commercial success.

The Director of Musical Programming will have day-to-day responsibility for making sure that the team is properly organised and working within the rules; for driving projects forward; for efficient marketing and sales, all with the ultimate goal of achieving the company's objective of improving the user experience.

The quality of musical programming and curation is at the heart of the Qobuz strategy, which is to present a determinedly different profile from all the other online music services, both in terms of musical genres and in terms of the sociological profile of its customers.

The Director of Musical Programming who we wish to recruit will be responsible for this project, and our musical programming. They will be a real salesperson who will work to adapt our offer to the opportunities presented in every market, and at the international level; they will grow the capacity of our service so it can

satisfy ever-greater numbers of customers; all while respecting, and developing, the brand fundamentals, in an appropriate manner.

They will guarantee the overall quality of musical programming and curation; the service's creativity and innovation; its originality and its aim of being an everyday companion to our customers, whom Qobuz offers a super-premium musical service. Ability to set aside one's own personal tastes in order to better serve the characteristics of the product.

As a member of the Board of Directors, the Director of Musical Programming will report to the Senior Management.

## **RESPONSIBILITIES AND SKILLS**

### **- Responsibilities**

The successful applicant will be responsible for meeting targets for turnover and margins for all activities excluding Business Development.

They will need to have professional experience working with computers.

They will be responsible for drawing up and monitoring KPIs for their service and will need the ability to contribute to the conception and design of offers or new services. They will issue full reports to the management regarding their department. Amongst other things, they will be responsible for Human Resources activities relating to their department.

They will work closely together with Marketing Management on programmes relating to acquisition and retention of customers, and loyalty schemes.

They will embody and respect the Qobuz attitude to music and the concept of the Qobuz product, and marshal a talent for organisation and a flair for sales.

### **- Management**

Proven managerial skills. Ability to motivate, challenge, develop and train a diverse team, often composed of young and artistic people, in their day-to-day work. Ability to coordinate and breathe dynamism, innovation and creativity into a team responsible for curating and musical programming, which, including freelancers, currently numbers about 15. Ability to attract talents to the business from around the world.

### **- Interpersonal skills.**

Affinity for the arts. Excellent editorial skills.

Excellent English (UK or US) skills are indispensable. A good command of German or another European language would be a plus.  
Well-grounded knowledge of the B2B recorded music economy and of the music industry.

The candidate will be challenged on the originality and coherence of their strategic vision.

## EXPERIENCE

- Proven professional experience of at least 7-10 years in a responsible commercial role for a record label or online or audiovisual business.

- The role is at Pantin, near Porte de Pantin. Metro Eglise de Pantin.  
Attractive salary dependent upon profile of successful candidate

**Send your application with references to:**

**[jobs@xandrie.com](mailto:jobs@xandrie.com)**

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45 rue Delizy 93500 PANTIN – FRANCE

**About Qobuz** QOBUZ is an online music platform which offers streaming subscriptions and instant downloads. QOBUZ is the world leader in high-quality sound, and sets itself apart with its content selection and editorial line. QOBUZ has, over many years, set the standards for the online music industry, by pushing producers, artists and studios to provide the public with the best possible sound sources, in "lossless" sound quality and high resolution (Hi-Res). As of today, the QOBUZ catalogue contains 40 million tracks. All of it is available in 16-bit/44 kHz quality, i.e. quality similar to what is found on a CD, in the SUBLIME and SUBLIME+ subscriptions. QOBUZ also offers access to the largest Hi-Res catalogue in the world, of around 70,000 albums. Since May 2017, all of this collection will be available via SUBLIME+, the first Hi-Res music streaming subscription service in the world. The Qobuz music service, which is part of the DEG (The Digital Entertainment Group), is currently available in 9 countries including France (the UK, the Republic of Ireland, Germany, Austria, Switzerland, Belgium, Holland and Luxembourg) and will soon be launched in Spain, Italy, Poland, the USA and Canada.