

13.02.2017



is recruiting

Music Merchandiser – UK/IE/NL

Qobuz is an online music subscription service currently established in 9 European countries, and addresses:

- passionate and sometimes very specialised clients that are often experts in the domain themselves
- lovers of sound quality, high definition audio
- a broader group of demanding music lovers led by curiosity and discovery

High quality curation and musical animation are at the heart of Qobuz' strategy, boasting a profile which is resolutely different from other online music services, in terms of genre depth and the social characteristics of our clients.

In order to reinforce our teams during this large period of growth for our product in a highly competitive environment, we're recruiting

QOBUZ IS RECRUITING A "Music Merchandiser"

JOB DESCRIPTION

You will work as part of the commercial and musical animation team at Qobuz. You will be responsible for the following regions: United Kingdom, Republic of Ireland, The Netherlands

- Responsible for label/distributor relations in the specified territories. You will negotiate commercial operations (campaigns, highlights, media relays) with the objective of developing and diversifying your regions.
- Responsible for conceiving operations with the aim of acquiring new clients via traditional partners, but also new relationships that you will search out and foster yourself. These operations can be through advertising, media partners, events, showrooms, sponsorship opportunities, press conferences, etc...
- You will musically animate your territories: putting forward of curated selections, new releases, creation of playlists, conception and set up of commercial newsletters ...
You will survey the quality of the customer experience across your territories.

We would like to emphasize the fact that Qobuz is an online music service with a strong cultural dimension and a very unique offering for our clients, in particular across the 'heritage' genres (classical, jazz, world music, local variety), which are under-represented compared with other "mainstream" genres. Qobuz is also widely recognized as having set the bar in the domain of sound quality in online music.

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PROFILE AND REQUIRED COMPETENCIES

- Strong commercial profile, preferably with digital experience in the domain of music.
- Ability to conceive, construct, present and negotiate offers and promotions with labels, distributors and media partners in both France and Internationally, with the objective of growing business figures while maintaining the uniqueness of Qobuz.
- The achievement of business objectives is a key factor for this post.
- Native English obligatory. Dutch language skills a plus.
- Broad musical culture, allowing you to adapt to the characteristics of the Qobuz product and its clients.
- Advanced level with Excel

POSITION WITHIN THE TEAM

The employee will be under the responsibility of the Commercial Manager at Qobuz, and will work directly with the Programme Director on a daily basis.

MISC

Post currently located in Paris 19°

Competitive salary, significant portion based on the achievement of objectives. To be negotiated in function of the particular profile of each candidate

APPLY

Please send your application to jobs@qobuz.com