MarketVector™ Indexes

About the job

Position: Digital Asset Analyst
Legal Entity: MarketVector Indexes
Business Unit(s): Product strategy research/support and business development
Location: Frankfurt am Main
Reporting to:

Summary: Join a growing fast-paced team on the forefront of innovation in the financial industry. We are a Digital Asset pioneer, having launched our first Crypto indexes in 2017.

We are seeking a Digital Asset Analyst with a keen interest in crypto assets and the digital asset marketplace. This role is a blend of product strategy research/support and client-focused business development. The ideal candidate is someone eager to contribute to both innovative product strategies, the growth of our business and the success of our clients.

Essential Duties and Responsibilities:

Includes the following, other duties may be assigned as needed:

Product Strategy:

Assist in researching market dynamics, pricing methodologies, and client relationships to inform our digital asset product development.

- Participate in the development of new index strategies, collaborating with analysts and the index operations team.
- Work in partnership with the Index Operations team, sharing input to guarantee precise classification and ongoing assessment of the token ecosystem.

Business Development and Sales Support:

Aid the Business Development team in identifying new client opportunities, conducting market research, and generating leads.

- Provide support in client relationship management, including preparing presentations, product demos, and follow-up communications.

- Contribute to the creation of sales materials and market commentary for client engagement and business development purposes.
- Maintain detailed records of client and prospect interactions, via CRM software and through team meetings.

Industry Research and Networking:

Keep abreast of industry trends, competitor activities, and regulatory changes in the digital asset space, providing insights for both product strategy and sales initiatives.

- Attend crypto conferences and industry events to build networks and gather market intelligence.

Collaborative Ideation:

Contribute to the ideation process for new index products, leveraging insights gained from market research, collaboration with colleagues and client interactions.

Education and Qualifications:

- Bachelor's degree required, preferably in Finance, Business, Economics, or a related field. Master's degree is a plus.
- 1-3 years of experience in a role with exposure to financial markets, business analysis, client service and/or sales in the financial sector.
- Experience in the digital asset or cryptocurrency space is highly desirable, along with passion and creativity.
- Strong analytical skills with the ability to interpret market data and economic trends. Knowledge of financial market theory/practice important, along with a passion for the dynamic nature of capital markets.
- Interest and ability in client-facing roles, including conducting market research, generating leads, and maintaining client relationships.
- Fluent written and spoken English and German is required/essential. Proficiency in additional languages a plus.
- Excellent communication and presentation skills, with the capability to convey complex information clearly and persuasively.
- Proficiency in Microsoft Office Suite, especially Excel. Knowledge of Python, R or similar programming languages is advantageous but not required.
- Comfort with CRM software (e.g. Salesforce) will be essential – training will be provided.
- Familiarity with market data/information tools such as Bloomberg, FactSet, etc. a plus.
- Proactive, collaborative, and able to thrive in a fast-paced environment.

About MarketVector Indexes - www.marketvector.com

MarketVector Indexes™ ("MarketVector") is a regulated Benchmark Administrator in Europe, incorporated in Germany and registered with the Federal Financial Supervisory Authority (BaFin). MarketVector maintains indexes under the MarketVector™, MVIS®, and BlueStar® names. With a mission to accelerate index innovation globally, MarketVector is best known for its broad suite of Thematic indexes, a long-running expertise in Hard Asset-linked Equity indexes, and its pioneering Digital Asset index family. MarketVector is proud to be in partnership with more than 25 Exchange-Traded Product (ETP) issuers and index fund managers in markets throughout the world, with more than USD 39 billion in assets under management.

MarketVector is committed to treating all applicants and employees fairly and to providing equal opportunity in compliance with applicable federal, state and local laws. MarketVector does not and will not discriminate against any employee or applicant for employment on the basis of race, religion, ancestry, color, gender, gender identity, pregnancy, age, physical or mental disability, national origin, marital status, sexual orientation, citizenship status, covered-veteran or military status, genetic information, and/or any other factor protected by law.