



## **Itarle (Hong Kong) Ltd – Commercial Director APAC**

**Our Reference:** ITA/APAC\_CD/2018

**Place:** Itarle (HK) Ltd, Hong Kong

**Position Type:** Full Time

**Salary:** TBD based on experience.

### **Overview**

Established in 2005, Itarle AG is a global leader in providing excellency in algorithmic trading, routing and analytics services to the worlds major financial institutions and stock exchanges. To support its existing client base in the APAC region, and to facilitate the increasing demand for its services, it has recently established a new Hong Kong subsidiary, Itarle (Hong Kong) Ltd, which is 100% owned by Itarle AG.

Itarle (Hong Kong) Ltd is seeking an exceptional Commercial Director to develop and grow the Itarle services in the APAC region and oversea and manage the expansion of the office. The Commercial Director will report directly into the group CEO based in Switzerland.

### **Main Duties and Responsibilities**

- Formulate and execute a business plan to distribute and grow the existing Itarle services in the region across all asset classes to sell side institutions and stock exchanges.
- Be responsible for hiring for the Hong Kong office with a first year target of four additional hires across pre sales, account management, support and technology.
- Expand relationships with existing key accounts and introduce the Itarle services to all relevant senior executives in the industry across the APAC region.
- Ensure that sales targets and profitability are continuously enhanced with a strong pipeline of both low impact and high impact opportunities along with organic opportunities with existing clients.
- Be responsible for the products and services being at the top of its peer group and introduce new ideas and services that could expand the Itarle value proposition and brand.

### **Essential Requirements**

- 7+ years experience in electronic trading on the sell side with a minimum of 5+ years in the APAC region. Fluency in Cantonese is highly desirable.
- Leadership experience of sales teams with a track record of growth with new clients.
- In depth knowledge of electronic trading services with the ability to understand the business needs of clients along with working closely with quantitative and technology teams.
- Strong relationships with key executives across both the buy and sell sides. Knowledge of the main technology vendors is also highly desirable.
- A willingness to travel across the APAC region with a half yearly requirement to report to, and attend, the group management meetings in Switzerland.

Please send your CV and Cover Letter to

[apac.jobs@itarle.com](mailto:apac.jobs@itarle.com)

with 'Commercial Director APAC' in the subject line. We look forward to hearing from you.