

Date: 10 October 2018
Job title: Executive Director, Head of Policy and Regulatory Affairs
Employer: Asia Securities Industry & Financial Markets Association (ASIFMA)
Location: Hong Kong

ASIFMA, which represents the interests of the region's leading financial institutions to regulators, policymakers, and other stakeholders throughout Asia, seeks an Executive Director, Head of Policy and Regulatory Affairs to lead the association's activities related to global and regional regulation and policy as well as the ECM Committee and who reports directly to the CEO. The successful candidate will join a growing team of 24 in Hong Kong.

ASIFMA Objectives Include:

- Advocate the views of ASIFMA's members at national, regional and global levels;
- Develop relationships and build a constructive dialogue with policymakers, regulators and other relevant stakeholders on capital market and regulatory policies;
- Apply technical expertise to promote the growth and development of Asian financial markets;
- Advocate for transparent regulations that are applied fairly and consistently;
- Promote the harmonization of Asian financial market regulations with global standards and best practices;
- Identify new members and enhance services to and relationships with existing members.

Role:

The Executive Director's main responsibilities are to set, execute and manage the team strategy for policy and regulatory affairs throughout the region as well as run the activities of the ECM Committee. The Executive Director will need to collaborate extensively with a wide stakeholder group to achieve consensus and results for the organization, our members and global alliance partners (AFME, GFMA and SIFMA).

The scope of the role would cover, but not be limited to, the following:

- Provide the strategic policy and regulatory direction for ASIFMA in consultation with the product-specific heads;
- Develop strong relationships, collaborate and liaise with global and regional regulators, supervisors, central banks, multilateral organizations, think tanks and academics;
- Arrange and lead meetings with global and regional policy makers to advance the priorities of the financial services industry;
- Regularly brief the CEO and ASIFMA Committees on the global regulatory initiatives;
- Lead ASIFMA member committee meetings and related working groups by setting the agenda and providing updates on regulatory/ASIFMA initiatives with internal and external stakeholders;
- Organise working groups on relevant aspects of the global regulatory reform agenda;
- Participate in conference calls with global alliance partner committees and external working groups on priority issues that may have impact in Asia and develop strong relationships with their representatives;
- Use and develop highly effective communication tools to share information with all relevant stakeholders;

DEVELOPING ASIAN CAPITAL MARKETS

- Review and analyse open consultation papers, regulatory speeches, policy research reports, and other documents to stay apprised of developments in core policy areas that impact ASIFMA's members;
- Identify and track issues, publications and research articles that support ASIFMA policy initiatives and build significant expertise in priority policy areas;
- Work and coordinate with the events and communications teams on events (conferences, seminars, webinars) and editorial content of papers (white papers, publications, thought pieces) specific to your responsibilities;
- Deliver presentations and participate on panel discussions in relevant industry and ASIFMA's proprietary events;
- Actively participate as a member of the senior management team of ASIFMA which includes regularly engaging with the Board and Executive Committee;
- Manage, mentor and develop junior staff to enhance their knowledge, skills and abilities; and
- Act as a primary press contact for on-the-record and background stories on regulation and policy, and ECM matters.

Key Competencies:

- Educated to advanced degree level (Masters, MBA, JD or above), preferably in finance, economics, public policy, international relations, law or a related field.
- Knowledge of (and preferably 8-10 years' experience in) regulation, capital markets or relevant research, legal or public policy areas.
- Strategic acumen and proven ability to drive consensus decision making in a complex and global environment.
- Track record of managing and running a team would be preferred.
- Successful track record of building alliances, partnerships and business opportunities across sectors and geographies.
- Comfortable working and interacting with high-level regulators, government officials, and senior (C-suite) ASIFMA members.
- Excellent analytic skills and understanding to effectively and simply communicate the legal and regulatory issues affecting the industry and the development of the capital markets.
- A strong understanding of and interest in capital markets regulation, global financial markets and related public policy issues, as well as the development of standardized market practices.
- Excellent organizational and project management skills, including the ability to prioritize multiple tasks.
- Strong verbal and written communications skills suitable for business and advocacy purposes.
- Ability and willingness to travel for regulator meetings, conferences, sometimes on short notice
- Fluency in English is required; business proficiency in an Asian language would be a strong advantage.

Key Personal Attributes:

- Proven leadership and ability to work across cultures.
- Credible and mature demeanour.
- Excellent management skills and an effective team player.
- Inclusive, a good listener, consensus driver and persuasive.
- Excellent public speaking and networking skills.
- Self-starter with a strong work ethic and organizational skills.
- Ability to prioritize, work independently, and exercise good judgment.
- High degree of personal integrity.

- Proactive and solutions oriented, able to think outside the box and make connections through lateral thinking.
- Willingness to participate in global conferences, calls and events outside normal business hours.
- Willingness to engage in extensive regional travel.

To Apply:

This position is based in Hong Kong and a work permit would be required (for non- permanent residents). The position is open with immediate effect. ASIFMA offers an attractive remuneration package commensurate with experience, including the possibility of an annual discretionary bonus based on performance.

To apply, please submit your CV and cover letter to Ms. Wyman Wong at wwong@asifma.org. The closing date for application is **2 November 2018**.

The Global Alliance: ASIFMA, AFME, SIFMA and GFMA

ASIFMA - ASIFMA is an independent, regional trade association with over 100 member firms comprising a diverse range of leading financial institutions from both the buy and sell side, including banks, asset managers, law firms and market infrastructure service providers. Together, we harness the shared interests of the financial industry to promote the development of liquid, deep and broad capital markets in Asia. ASIFMA advocates stable, innovative and competitive Asian capital markets that are necessary to support the region's economic growth. We drive consensus, advocate solutions and effect change around key issues through the collective strength and clarity of one industry voice. Our many initiatives include consultations with regulators and exchanges, development of uniform industry standards, advocacy for enhanced markets through policy papers, and lowering the cost of doing business in the region. Through the GFMA alliance with SIFMA in the United States and AFME in Europe, ASIFMA also provides insights on global best practices and standards to benefit the region. (www.asifma.org)

AFME - The Association for Financial Markets in Europe is a new organization formed from the London Investment Banking Association (LIBA) and the European operations of the Securities and Financial Markets Association (SIFMA). AFME also includes the activities formerly carried out by the European affiliates of SIFMA. AFME represents a broad array of global and European participants in the wholesale financial markets. Its 197 members comprise key global and regional banks, brokers, law firms, and a number of other financial institutions. (www.afme.eu)

SIFMA - The Securities Industry and Financial Markets Association brings together the shared interests of hundreds of securities firms, banks and asset managers. SIFMA's mission is to support a strong financial industry, investor opportunity, capital formation, job creation and economic growth, while building trust and confidence in the financial markets. SIFMA operates out of offices in New York and Washington, D.C. (www.sifma.org)

GFMA - The Global Financial Markets Association (GFMA) brings together three of the world's leading financial trade associations to address the increasingly important global regulatory agenda and to promote coordinated advocacy efforts. The Association for Financial Markets in Europe (AFME) in London and Brussels, the Asia Securities Industry & Financial Markets Association (ASIFMA) in Hong Kong and the Securities Industry and Financial Markets Association (SIFMA) in New York and Washington are, respectively, the European, Asian and North American members of GFMA. For more information, visit <http://gfma.org/>.