

Date: 6 December 2024
Job title: Executive Director, Head of Technology and Operations
Employer: Asia Securities Industry & Financial Markets Association (ASIFMA)

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 Technology and Operations to lead the association's activities related to technology. Reporting directly to the CEO, the successful candidate will join a team of 23 staff in Hong Kong and Singapore. The position is based in Singapore or Hong Kong.

Role:

The Executive Director's main responsibilities are to help set, execute and manage ASIFMA's advocacy strategy for technology and operations issues throughout the Asian region.

You will be responsible for driving cross-industry collaboration and advocacy around themes such as Cloud, Cyber Security, Data, Distributed Ledger Technology, AI, Operational Resilience and Business Continuity, as well as other emerging operational and technology issues and opportunities facing the Capital Markets industry.

The Executive Director will collaborate extensively with a wide stakeholder group to achieve consensus and results for the organisation, our members and global alliance partners (AFME, GFMA and SIFMA).

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

- Identify, draft and submit relevant advocacy positions to Asian stakeholders including securities regulators, ministries and national central banks.
- Advocate the views of ASIFMA's members to market regulators and other stakeholders across Asia with a focus on how our positions on issues related to technology and operations in the financial industry contribute to building deep, liquid and robust capital markets;
- Work and coordinate closely with members and ASIFMA's global alliance partners, while developing relationships and building constructive dialogue with policymakers, regulators and other relevant stakeholders in the region on these issues;
- Apply a mix of skills in communication, negotiation and consensus building with a knowledge and experience in technology and operations issues in order to speak with authority on such regulatory matters as well as to lead industry responses to both public and private consultations;
- Demonstrate deftness in managing a broad cross-section of members, regulatory and other industry stakeholders (e.g. regulators, exchanges, other industry associations, think tanks, academics, media), as well as working across cultures in the Asian region;
- Be a team player, working collaboratively with other senior Directors and teams within ASIFMA, as well as identifying potential new members and thinking strategically about how to enhance ASIFMA's services and relationships with existing members;
- Organise roundtables and other meetings to provide opportunity for members to meet with each other, as well as with regulators and policy makers, and to facilitate meaningful public/private sector

dialogue;

- Step in as needed by the CEO to brief the ASIFMA Board, CEO and ASIFMA Committees on regulatory developments and advocacy initiatives;
- Lead and facilitate member meetings and related working groups, including setting the agenda and co-facilitating discussions along with Chairs and Co-chairs;
- Regularly scan the horizon for developments in the regulatory environment, including meeting with members and policy makers and attending relevant conferences, to stay apprised of developments across markets in the region, and to update our members accordingly;
- Work and coordinate with the ASIFMA events and communications teams to represent the industry on panels and at conferences;
- Help generate ideas for, and deliver, industry papers, working with external partners as appropriate, in order to help spearhead ASIFMA's thought leadership and drive our advocacy agenda
- Actively participate as a member of the senior management team of ASIFMA, whilst leading and coaching junior staff reporting into this role as well as being available to mentor other junior staff.

Key Competencies:

- University graduate or above with 10+ years of experience, preferably in finance, technology, operations, economics or a related field;
- Familiarity with key issues related to technology and operations in the financial industry, including global best practices;
- Experience in project management and delivery and ability to prioritize multiple tasks;
- Ability to communicate effectively and succinctly, including:
 - Excellent writing/business communication and analytic skills;
 - Strong verbal and persuasive communications skills suitable for advocacy and driving consensus in a dynamic stakeholder environment
- Proactive and solution-orientated
- Diplomacy/brand ambassador skills and an ability to engage with diverse audiences
- Strategic acumen, sound organisational ability and comfort prioritising multiple projects and initiatives
- Track record of managing and running a team would be preferred;
- Comfortable working and interacting with high-level regulators, government officials, and senior (C-suite) ASIFMA members;
- A strong understanding of and interest in capital markets regulation, global financial markets and related advocacy issues, as well as the development of standardized market practices;
- Ability and willingness to travel for meetings and conferences, sometimes on short notice;
- Fluency in English is required; business proficiency in an Asian language would be a strong advantage.

To Apply:

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. Corliss Ruggles at cruggles@asifma.org**. The closing date for application is **10 January 2025**.

The Global Alliance: ASIFMA, AFME, SIFMA and GFMA

ASIFMA - ASIFMA is an independent, regional trade association with over 160 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)

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 market regulation with global standards and best practices;
- Identify new members and enhance services to and relationships with existing members.

AFME - The Association for Financial Markets in Europe (AFME) is the voice of all Europe's wholesale financial markets, providing expertise across a broad range of regulatory and capital markets issues. We represent the leading global and European banks and other significant capital market players. We advocate for deep and integrated European capital markets which serve the needs of companies and investors, supporting economic growth and benefiting society. We aim to act as a bridge between market participants and policy makers across Europe, drawing on our strong and long-standing relationships, our technical knowledge and fact-based work. (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 - GFMA represents the common interests of the world's leading financial and capital market participants to provide a collective voice on matters that support global capital markets. It also advocates on policies to address risks that have no borders, regional market developments that impact global capital markets, and policies that promote efficient cross-border capital flows to end users. GFMA efficiently connects savers and borrowers, thereby benefiting broader global economic growth. The Association for Financial Markets in Europe (AFME) located in London, Brussels, and Frankfurt; 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. (www.gfma.org)