



## Position Description

<b>Title:</b> Senior Manager, Interest Rate Markets <b>Reports to:</b> General Manger, Interest Rate Markets <b>Location:</b> Sydney <b>Employment Type:</b> Permanent, Full Time <b>Date:</b> October 2009	
<b><u>Organisation Structure</u></b> <b>Division:</b> Business Development <b>Business Unit:</b> Interest Rate and CFD Markets	<b><u>Dimensions</u></b> (E.g. Budget, number of Direct / Indirect reports) n/a
<b><u>Role Purpose</u></b> <p>The purpose of this role is to work with the General Manager, Interest Rate and CFD Markets to lead, co-ordinate and direct the strategy, planning and activities relating to the development of ASX's interest rate securities market.</p> <p>Broadly, the role has executive responsibility to develop the interest rate securities market in order that it will provide ASX with a diversified revenue base and customers with a greater product range. The role will work closely with the business Unit's other Product Managers responsible for ASX's interest rate derivatives and CFD markets.</p>	
<b><u>Key Accountabilities</u></b> <ul style="list-style-type: none"> <li>• Business development activities relating to ASX's interest rate securities market - specifically;           <ul style="list-style-type: none"> <li>• Identify, develop and implement strategies to overcome barriers which constrain activity in and operation of the interest rate securities market;</li> <li>• Identify, develop and implement strategies to make the market more accessible and attractive to retail and wholesale investors;</li> </ul> </li> <li>• Relationships with key government issuers, policy groups, industry bodies and key market intermediaries engaged in the development of the market for interest rate securities;</li> <li>• ASX's educational and web footprint and material as it relates to the interest rates securities market.</li> <li>• Manage resource conflicts and prioritisation of competing activities to ensure strategic objectives are maintained.</li> </ul>	
<b><u>Performance Measurement</u></b> To be agreed	

Experience / Knowledge	
<p><b>Essential</b></p> <ul style="list-style-type: none"> <li>• Thorough understanding of the structure and operation of the Australian interest rate securities market including key participants and the regulatory environment they operate in.</li> <li>• An ability to communicate effectively (in both written and oral form) to internal and external stakeholders and customers.</li> <li>• Tertiary qualifications in commerce, law, marketing or business management.</li> <li>• Familiarity with primary and secondary debt markets.</li> </ul>	<p><b>Desirable</b></p> <ul style="list-style-type: none"> <li>• Familiarity with exchange traded markets including derivative markets.</li> <li>• Existing relationships with key market intermediaries.</li> <li>• Familiarity with the settlement procedures relating to physical debt securities – both ASX and OTC traded</li> <li>• Working in an Exchange environment</li> <li>• Background in securities law, commerce or economics</li> </ul>
Key Competencies	
<ul style="list-style-type: none"> <li>• Planning and Organising work</li> <li>• Communication- particularly written</li> <li>• Change Orientation</li> <li>• Business Acumen</li> <li>• Efficiency</li> </ul>	
Personal Attributes	
<ul style="list-style-type: none"> <li>• Team player</li> <li>• Motivation</li> </ul>	