

# General Manager – Information and Connectivity Services

## ASX Position Description

ASX “All Roles Flexible”		What’s On Offer
ASX Opportunity Snapshot		
<p>ASX offers mutually beneficial flexible working arrangements. We recognise that employees need to balance work and personal lives.</p>		
<b>Role:</b>	General Manager – Information and Connectivity Services	<p>ASX offers information, data and connectivity infrastructure services to support access to ASX data insight and connectivity to ASX and third party services.</p> <p>This role is responsible for managing and developing ASX’s Information Services, ALC and ASX Net offerings to achieve the ASX strategy, and to maximise the value of ASX IP and its distribution platform (ALC and ASX Net).</p> <p>You will be responsible for the development and execution of the strategy for ASX’s Information and connectivity offerings - from market data, index &amp; benchmarks, news, reference data, ALC and ASX Net.</p> <p>ASX is seeking a highly motivated commercially and technically proficient person to run the business to maximise support of the broader ASX strategy and meet demanding revenue targets through active management and development of the product range and customers.</p>
<b>Reports to:</b>	Executive General Manager – Trading Services	
<b>People Management:</b>	3	
<b>Budget:</b>	Revenue \$TBDm	
<b>Team:</b>	Business	
<b>Date:</b>	July 2018	
<b>Location:</b>	Sydney, NSW	
<b>Flexible Role:</b>	Yes	

### What you’ll do:

- Own and grow the current revenues.
- Build, own and implement the business strategy to support the management and development of the ASX Information Services business
  - Business owner of the Information Services technology – functionality, performance, data, maintenance, live service
  - Develop and maintain the Information Services products (market data, reference data, index and benchmark, news) -
  - Lead new product conception, development and delivery
  - Lead licensing and IP strategy – maintain and develop the licensing and associated commercial framework to achieve the ASX IP protection strategy
  - Commercials – develop pricing models/changes to meet revenue targets
  - Work with the Sales function to support achieving your objectives.

- Build, own and implement the business strategy to support the management and development of the ALC and ASX Net products and services
  - Business owner of the ALC and ASX Net – services, technical delivery, customer experience, maintenance and live service
  - Develop and maintain the ALC and ASX Net products and services - infrastructure, ecosystem and services
  - Lead new product conception, development and delivery
  - Lead ecosystem build strategy – develop and support acquisition strategy
  - Commercials – develop pricing models/changes to meet revenue and ecosystem growth targets
  - Work with the Sales function to support achieving your objectives.
- Leadership: manage and oversee:
  - The team members
  - The business with internal and external stakeholders
  - The cross-functional project team responsible for management and development of ASX's Information Services, ALC and ASX Net related services

#### What you've done:

- Comprehensive industry experience in market data, market infrastructure and technology
- Experience in running a team and managing significant business and technology projects
- Consistently achieved business targets and outcomes while effectively engaging a diverse set of customers, partners and senior internal stakeholders
- Proven experience working in a highly competitive market environment developing new products
- Relationships with customers and key vendors at executive level.
- Bachelor degree

#### And if you've got some of this, even better:

- Deep understanding of data markets, platform businesses and technology infrastructure
- Understanding of financial markets – trading, products, regulation

#### What you need to enjoy and be good at for this role:

- Self-motivated and highly resourceful
- Leadership of a dynamic team
- Customer consultation and requirements gathering
- Meeting targets and establishing and maintaining customer/internal relationships
- Problem solving and analytical ability
- Results orientated
- Adaptable and flexible in a changing environment
- Team player