

Business Development Manager, ASX Collateral (12 month maximum term)

ASX Position Description

ASX “All Roles Flexible”	
<p>ASX offers mutually beneficial flexible working arrangements. We recognise that employees need to balance work and personal lives.</p>	
ASX Opportunity Snapshot	What’s On Offer
Role:	Business Development Manager, ASX Collateral
Reports to:	Senior Manager, Settlement & Collateral Services
People Management:	None
Budget:	N/A
Team:	Derivatives and OTC Markets
Date:	March 2019
Location:	Sydney, NSW
Flexible Role:	Yes

In this role you will be responsible for the day to day live service, and the new business development aspects of, the ASX Collateral Management Service and the Austraclear Multi-Currency Payments Service.

What you’ll do:

- Ensure the effective management of the day to day business development activities and customer relationships of the ASX Collateral Management and Austraclear Multi-currency payments businesses.
- Work with the team and internal stakeholders to ensure the highest levels of customer service and relationship management.
- Ensure effective management of the Settlement & Collateral Service Releases.
- Support the Senior Manager, Settlement & Collateral in delivering product/service, customer and revenue growth opportunities including:



- New collateral products and services for ASX Collateral;
- New Austraclear Multi-currency payments initiatives including; and
- Cross selling opportunities with rest of Derivatives and OTC Markets team.

What you've done:

- Extensive experience in financial services focussing on tri-party collateral management services in Australia and internationally.
- Experience in domestic and international payments systems.
- Sales and/or product management in financial services.

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

- Experience in repo, securities lending, and derivatives.
- Understanding of technical requirements and systems.
- Understanding of settlement infrastructure, especially Austraclear and CHES.

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

- Energetic self-starter, self-motivated and highly resourceful.
- Excellent interpersonal skills: demonstrable sales and internal/external client relationship management ability.
- Problem solving and analytical ability.

Hear what your future colleagues think about working at ASX
<http://www.asx.com.au/about/benefits.htm>

