

# Head of Settlement & Collateral

## 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>	Senior Manager, Settlement & Collateral	<p>This role has primary responsibility for the product and business development for Settlement &amp; Collateral within the Derivative &amp; OTC Markets group:</p> <p>In this role you will lead a team to grow our core Settlement &amp; Collateral business:</p> <ul style="list-style-type: none"> <li>Lead a team of business development professionals managing ASX’s Settlement &amp; Collateral products (Austraclear, multi-currency payments, ASX Tri-party Collateral Management and Financial Services Manager).</li> <li>Identify, develop and implement strategies to improve the performance of these products for ASX and our stakeholders.</li> <li>Identify and deliver new growth and diversification opportunities for these products;</li> <li>Work with the broader Derivatives &amp; OTC Markets team to construct sales strategies and processes to enhance this effort and ASXs customer engagement; and</li> <li>Deliver key sales results across Settlement &amp; Collateral.</li> </ul>
<b>Reports to:</b>	Executive General Manager, Derivatives & OTC Markets	
<b>People Management:</b>	2	
<b>Budget:</b>	N/A	
<b>Team:</b>	Derivatives & OTC Markets, Business Development	
<b>Date:</b>	March 2019	
<b>Location:</b>	Sydney, NSW	
<b>Flexible Role:</b>	Yes	

### What you’ll do:

- Own the front to back Settlement & Collateral business for ASX, directly managing the business development team but coordinating effectively across all stakeholders in the organisation to deliver results.
- Identify and develop new product and business opportunities in Settlement & Collateral, including responding to customer feedback and evolving our product set to meet their needs. The product set currently includes Austraclear (services to fixed income issuers, fixed income holders, transactions and multi-currency payments), ASX Collateral (tri-party collateral management services for repo, securities lending and margining) and Financial Services Manager (services for linked settlement of payments and asset title transfer).

- Identify and deliver organic growth from existing customer base via effective relationship management a strong understanding of evolving customer requirements and improvements to the sales process.
- Maintain strong understanding of competitive service offerings, including product coverage and commercial structure.
- Ensure that appropriate risk and clearing structures are in place to have sustainable businesses for future growth.
- Manage sales effort including putting robust sales process in place, monitoring performance.
- Work with the Derivatives & OTC Markets team on integration of product and services across the fixed income rates ecosystem.
- Remain current with global market and regulatory developments in interest rate markets and determine appropriate commercial responses to these developments.

#### **What you've done:**

- Extensive experience in financial markets with a focus on fixed income securities issuance, transactions (including repo, securities lending and derivatives) and payments in Australia and internationally.
- Demonstrated ability to help shape overall Product strategy and to deliver results whilst staying true to the organisation's values.
- Led a team by empowering individuals to take control of their own development and to achieve collective results.

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

- Experience in domestic and international payments systems.
- Experience in tri-party collateral management services.
- Established network of key stakeholders – end customers, intermediaries and regulators.

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

- Ability to communicate in an articulate and persuasive way.
- Energetic self-starter, self-motivated and highly resourceful.
- Excellent interpersonal skills: demonstrable sales and internal/external client relationship management ability.
- Ability to bring clear structure, process and direction to the role, e.g. from defining and driving business strategy to defining and driving the team's sales approach.
- Collaborative approach.

**Hear what your future colleagues think about working at ASX**

<http://www.asx.com.au/about/benefits.htm>