

Senior Manager, Listings and Issuer Services (New Zealand)

ASX Position Description

ASX “All Roles Flexible”

ASX offers mutually beneficial flexible working arrangements.
We recognise that employees need to balance work and personal lives.

ASX Opportunity Snapshot		What’s On Offer
Role:	Senior Manager, Listings and Issuer Services (NZ)	An exciting opportunity to lead ASX’s Listings BD and Issuer Services activities in New Zealand coinciding with the opening of its first office in New Zealand. Based in Auckland, the role will involve building on existing strategy to bring outstanding capital market outcomes to New Zealand corporates through access to the ASX market.
Reports to:		
People Management:		
Budget:		
Team:	Listings Business Development	
Date:	November 2018	
Location:	Auckland, New Zealand	
Flexible Role:	Yes	

What you’ll do:

- Establish an ASX office in Auckland principally to provide ongoing support to our existing substantial issuer customer base in NZ and to facilitate New Zealand company listings on ASX.
- To extend distribution of ASX listed investment products in New Zealand.
- Drawing on a deep understanding and research of key relevant NZ business ecosystems, develop and execute a strategy to maintain ASX as a key capital market destination for NZ issuers, with particular focus on increasing the liquidity of NZ companies listed on ASX.
- As the representative of ASX on the ground, the role will necessitate building connections and relationships with stakeholders at the most senior levels of business, industry organisations, regulatory agencies and government.
- Actively engage with NZ company founders, private equity and venture capital investors, senior corporate executives and their advisers to develop their understanding of the benefits, requirements, and process of ASX listing.
- Initiate, organise and participate in IPO seminars and roundtable events in New Zealand in partnership with market intermediaries and professional service organisations.

- Represent ASX as a presenter and exhibitor at conferences and trade shows.
- Develop relationships with key NZ influencers such as investment banks, brokers, accounting, legal and corporate advisory firms, to foster and facilitate ASX directed equity capital market business.

What you've done:

- Experience in, and an in-depth knowledge of the New Zealand capital market and the sources of capital for private and listed companies
- Business development/ customer relationship management experience.
- Experience in dealing with senior level company executives
- Tertiary qualification in finance, business, or law

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

- Experience in and knowledge of the Australian capital market and cross border capital and investment flow between NZ and Australia
- Relevant experience in the Equity Capital Markets division of an investment bank or broker.
- Working knowledge of the ASX regulatory environment.
- Understanding of the fundamentals of key sectors of the ASX market.
- Experience in giving presentations
- Proven sales record and ability to deliver to sales targets.

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

- Personal attributes / competencies
- Ambition and entrepreneurial spirit
- Highly motivated
- Working in a close team environment
- Communication & Influencing skills at all levels
- Customer management focus
- Challenging the status quo
- Self-starter
- Creativity
- Excellent networker and relationship manager
- Commitment/passion/ambition
- Integrity