**Job title:** FX Director/Managing Director

**Reports to:** Global FX Division Managing Director (matrix to Randy Snook)

**Division:** GFMA Global FX Division, Americas

**Role purpose:**

The Global FX Division (GFXD), as a division of GFMA, represents the interests of 24 of the leading FX houses with regulators and other stakeholders. The objectives of the GFXD include:

- Promoting an efficient global FX market
- Monitoring new developments in regulations, policy and market structure
- Helping to develop market policy or best practice and facilitating consultation with key market participants
- Building relationships with members and regulators
- Identifying new members

AFME wishes to appoint an experienced Managing Director/Director to join the GFXD who be responsible for supporting the Americas activities and priorities of the Division, in addition to taking responsibility for key global issues on behalf of the team. This position reports to the Global FX Division Managing Director (based in London) who coordinates FX activities between AFME, SIFMA and ASIFMA through channels such as the Global Financial Markets Association (GFMA).

This important and challenging role contributes to the broader development and success of SIFMA and GFMA and is an exceptional opportunity to be involved in the development of FX globally.

The position will locate in the SIFMA offices and receive local infrastructure support.

<table>
<thead>
<tr>
<th>Key accountabilities</th>
<th>Key activities / Decision areas</th>
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</table>
| **Work Areas**        | • Understand and synthesize key aspects of legislation and regulation as it relates to the FX markets. The emphasis will be on Americas regulation but will require appreciation of global issues  
                       • Be responsible for driving and interpreting the Division’s positions in relation to Dodd Frank/US regulations and understand member challenges with regards to implementation of the legislation in relation to FX  
                       • Promote the core messages of the Global FX Division as they pertain to key regulatory areas e.g. clearing, execution, reporting and other areas driven by G20 commitments and other legislation  
                       • Take responsibility for in-flight initiative and projects, likely to include clearing requirements globally  
                       • Identify opportunities and initiate projects that match the Division’s objectives and oversee their development in the region  
                       • Under the guidance of the Managing Director take responsibility for the administration and operation of the Americas activities |
| **Communication & Engagement** | • Engage in extensive interaction with members and regulators and other direct stakeholders in the region, responding to consultations and discussion  
                                    • Take ownership of a number of GFXD committees to include the Steering Committee and other working groups |
• Work with colleagues in the GFXD and other trade bodies e.g. ASIFMA, AFME, SIFMA, ISDA etc. building relationships to further the Division’s work
• Build relationships with the end user community, both directly and via other trade bodies e.g. AMG, ICI

<table>
<thead>
<tr>
<th>Contact group</th>
<th>Frequency</th>
<th>Purpose</th>
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<tbody>
<tr>
<td>FX team</td>
<td>Daily</td>
<td>Maintain close monitoring of legislative and regulatory process</td>
</tr>
<tr>
<td>Advocacy team (Globally)</td>
<td>Daily</td>
<td>Build strong relationships with Global regulators</td>
</tr>
<tr>
<td>Communication teams</td>
<td>Daily</td>
<td>Ensure the FX Director/Managing Director is the “go to” person on a range of topics for members and the broader FX community</td>
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<tr>
<td>External research sources</td>
<td>Ad-hoc</td>
<td></td>
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<tr>
<td>Members</td>
<td>Ad-hoc &amp; monthly</td>
<td></td>
</tr>
<tr>
<td>End user community</td>
<td>Ad-hoc</td>
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</tbody>
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<tr>
<th>Person specification</th>
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**Key competencies**

**Essential:**
- Excellent knowledge and experience of the financial markets
- Ability to understand and communicate with both the operational and front office of the FX market
- Current, well established relationships with global stakeholders (both dealers and regulators) specifically in N America (NY/Washington Fed, CFTC, Canadian, Bank of Canada)
- Familiarity with regulatory changes and previous experience working in either front or back office around clearing, execution, reporting, settlement, margin etc.
- Initiative to identify opportunities, implement and run projects
- Ability to run concurrent projects, delivering to deadlines
- Previous experience of quantitative analysis at a detailed level, with the ability to pull back to the ‘big picture’
- Project, group and people management experience
- Educated to degree level (Bachelor or above)

**Desirable:**
- Specific knowledge and experience of FX

**Knowledge skills and experience**

**Essential:**
- Drive and leadership
- Strong communication skills with the ability to engage with different audiences
Inclusive, good listener and persuasive
• Attention to detail
• Strong organisational skills
• Ability to work independently, prioritising own workload, exercising good judgment
• Team player
• Intellectually curious
• Proactive and solution oriented

About us

The Association for Financial Markets in Europe (AFME) represents a broad array of European and global participants in the wholesale financial markets. Its members comprise pan-EU and global banks as well as key regional banks, brokers, law firms, investors and other financial market participants. AFME advocate stable, competitive, sustainable European financial markets that support economic growth and benefit society.

The Securities Industry and Financial Markets Association (SIFMA) bring together the shared interests of hundreds of securities firms, banks and asset managers. SIFMA's mission is to support a strong financial industry, investor opportunity, capital formation, job creation and economic growth, while building trust and confidence in the financial markets. SIFMA has offices in New York and Washington, D.C.

The Asian Securities Industry and Financial Markets Association (ASIFMA) is located in Hong Kong and is an independent association whose mission is to promote the development of liquid, efficient and transparent capital markets in Asia and encourage their orderly integration into the global financial system. Association priorities are driven by the active participation of over 40 member companies, including global and regional banks, securities dealers, brokers, asset managers, credit rating agencies, law firms, trading and analytic platforms, and clearance and settlement providers involved in Asia-Pacific's capital markets.

The Global Financial Markets Association (GFMA) is a global alliance with AFME in Europe, SIFMA in the US and ASIFMA in Asia.