**Job title:**
Managing Director, Advocacy; Head of Brussels Office

**Reports to:**
CEO

**Division:**
Advocacy

**Role purpose:**
As Managing Director, Advocacy, you will be responsible for leading AFME’s engagement with policymakers across Europe. This includes the European Parliament, the European Commission, and Member State representatives at all levels.

You will be part of AFME’s Senior Management Team responsible for the overall management of the organisation.

You will directly manage a high performing team of seven individuals responsible for developing and implementing, in close cooperation with AFME’s staff and membership, advocacy on the full range of non-retail financial services and markets issues.

You will responsible for the leadership and management of AFME’s Brussels Office located in the heart of Brussels’ European Quarter.

You will be responsible for the running of AFME’s European Public Policy Committee which consists of Heads and Senior Representatives of AFME members’ public affairs and government relations functions.

<table>
<thead>
<tr>
<th>Key accountabilities</th>
<th>Key activities / Decision areas</th>
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</table>
| Lead AFME Advocacy   | • Ensure that the European policy debate is effectively informed by market insights and perspectives of the financial services industry  
                      | • Line manage AFME’s advocacy team of seven individuals based in Brussels  
                      | • Set the strategic direction for the team, including priorities  
                      | • Optimise the capability and output of this team of high performing individuals through effective leadership and management  
                      | • Ensure that there is an effective flow of high quality information to Members on Public Policy development |
| Contribute to AFME Senior Management Team | • Be a key member of AFME’s Senior Management Team  
                           | • Deliver strong insight and counsel to the overall management of the organisation  
                           | • Provide consistent and effective support to the Chief Executive |
| Build strong relations with senior European policy officials | • Maintain and develop effective relations with a wide network of senior policy makers across Europe  
                           | • Be AFME’s central point of contact with the European Commission and the European Parliament  
                           | • Play a central role in AFME’s country coverage model |
| Head AFME’s Brussels Office | • Ensure the effective running of AFME’s Brussels office |
| Lead work of AFME’s European | • Ensure that this key committee of Heads and Senior Representatives of |
Public Policy Committee

members’ public policy and government affairs functions effectively to build consensus on public policy priorities and strategy
• Provide effective support to the Co-Chairs in their leadership of the Committee.

Main contacts (external and internal)

<table>
<thead>
<tr>
<th>Contact group</th>
<th>Frequency</th>
<th>Purpose</th>
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</thead>
<tbody>
<tr>
<td>Senior Public Policy Officials including MEPs</td>
<td>Daily</td>
<td>Advocacy and engagement</td>
</tr>
<tr>
<td>Members</td>
<td>Daily</td>
<td>Ensure high quality member relations and well-informed activities</td>
</tr>
<tr>
<td>Media</td>
<td>As needed</td>
<td>communicate AFME positions</td>
</tr>
<tr>
<td>AFME staff</td>
<td>Daily</td>
<td>Member of Senior Management Team; Internal communication, coordinate consistency of positions</td>
</tr>
</tbody>
</table>

Person specification

Candidate Profile

You will be a highly experienced individual with strong leadership abilities. You will have a good knowledge of financial services and markets issues. You will have high quality engagement and communication abilities. You will know well European legislative and regulatory processes. You will have an extensive network of contacts in the financial services policy making area.

Key competencies

• Strategic vision and implementation strengths
• Strong leadership abilities
• Very effective team worker
• Excellent engagement, influencing, and advocacy abilities
• Expert communication skills
• A broad and effective understanding of financial services and markets policy issues
• High quality people management abilities
• Very strong analytical abilities
• Demonstrated success in building consensus

Knowledge skills and experience

• Extensive financial services/capital markets experience
• Good experience of European legislative and regulatory processes
• Excellent proficiency in English with at least two, preferably three, major European languages
• Legal entitlement to work in all EU countries
• A willingness to undertake a significant amount of travel, typically for short periods
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. We advocate stable, competitive, sustainable European financial markets that support economic growth and benefit society.


For more information please visit the AFME website, www.afme.eu or follow us on Twitter: @news_from_afme