

<b>Job title:</b> Manager, Advocacy	<b>Reports to:</b> Managing Director, Advocacy
<b>Division:</b> Advocacy, Brussels	<b>Location:</b> Brussels
<p><b>Role purpose:</b></p> <p>On behalf of our pan-European and global membership, AFME aims to provide industry insight and expertise. Our objective is to promote a clear understanding of how financial markets can meet the needs of the European economy and support deep and integrated European capital markets which serve companies and investors and benefit society. AFME is part of an international alliance of leading trade associations brought together under the Global Financial Markets Association which addresses the important global regulatory agenda.</p> <p>We are seeking to fill a key vacancy in our Advocacy and Public Affairs Division. Based in Brussels and active across the EU, the successful candidate will play a key role working with Member firms and AFME's policy and technical experts to help shape and convey our messages to participants in the European policy-making process. The role is at the heart of AFME's activities; analysing and influencing current and future European legislative, regulatory and public policy issues.</p>	

Key accountabilities	Key activities / Decision areas
Advocacy	<ul style="list-style-type: none"> <li>To play a key role in supporting AFME's engagement in policy and legislative initiatives relating to financial services and markets in the European Union and in strengthening the relationships with key stakeholders and decision-makers.</li> <li>To contribute to AFME's effective participation in the dialogue on public policy and regulatory developments in the financial services area to deliver member-agreed messages and positions developed by AFME.</li> <li>Initial areas of coverage in this role will be cross-border and extraterritoriality matters (acting as interface with GFMA and with our sister organisations SIFMA and ASIFMA), financial benchmarks, compliance issues (e.g. AML; data protection) as well as aspects of innovation, technology and cybersecurity policy.</li> <li>To provide the secretariat for AFME's European Public Policy Committee (EPPC), a senior horizontal committee within the AFME structure, comprising Heads and Senior Representatives of Public and Government Affairs within AFME Member firms.</li> <li>To contribute to AFME's engagement with EU and particularly the French authorities based in Paris.</li> </ul>
Policy and Position Development	<ul style="list-style-type: none"> <li>To ensure AFME is abreast of relevant policy and legislative initiatives in the European Union and, where appropriate, to contribute to the development and execution of public policy objectives and advocacy plans.</li> <li>To analyse complex and diverse public policy issues providing briefing input for internal and external use on strategic implications arising from regulatory and public policy changes.</li> <li>To contribute to the effective creation of narratives appropriate for the different targeted audiences to ensure the most effective deployment of positions; to provide the advocacy perspective on such position, as developed by AFME's policy teams.</li> </ul>
Relationship Development and Management	<ul style="list-style-type: none"> <li>To support the process of building and maintaining a network of public policy related contacts including relationships within the European Commission, the European</li> </ul>

	<p>Parliament and in Member States.</p> <ul style="list-style-type: none"> <li>To develop and maintain high quality, good and productive relationships with relevant people in Member firms, with colleagues across the AFME organisation as well as with our sister organisations SIFMA and ASIFMA, and with GFMA.</li> </ul>
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Main contacts (external and internal)		
Contact group	Frequency	Purpose
<ul style="list-style-type: none"> <li>European Policy Makers including ESMA, the EBA and other Paris based key interlocutors</li> </ul>	<ul style="list-style-type: none"> <li>High</li> </ul>	To build constructive relationships. To participate in the deployment of AFME consensus positions.
<ul style="list-style-type: none"> <li>Relevant Staff in Member Firms</li> </ul>	<ul style="list-style-type: none"> <li>High</li> </ul>	To discuss and implement AFME advocacy strategy.
<ul style="list-style-type: none"> <li>Internal stakeholders across AFME/GFMA</li> </ul>	<ul style="list-style-type: none"> <li>High</li> </ul>	To provide the advocacy perspective concerning regulatory and supervisory activities.
<ul style="list-style-type: none"> <li>Relevant key stakeholders (e.g. other trade associations)</li> </ul>	<ul style="list-style-type: none"> <li>Medium</li> </ul>	To share views and to build alliances.

Person specification
<p><b>Key competencies</b></p> <p><b>Essential:</b></p> <ul style="list-style-type: none"> <li>A good understanding of the European financial services’ regulatory framework, of the global post-crisis reform programme and of its implementation in the EU.</li> <li>Strong understanding of relevant decision-making and legislative processes.</li> <li>Demonstrated experience of building and maintaining relationships with a wide network of opinion formers.</li> <li>Strong communication skills.</li> <li>Strong work ethic and flexibility and ability to work to tight deadlines.</li> <li>Team player, with an ability to network internally at AFME but also with members of various AFME committees and working groups.</li> <li>Proven track record of international and EU cross-border engagement.</li> </ul> <p><b>Knowledge skills and experience</b></p> <p><b>Essential:</b></p> <ul style="list-style-type: none"> <li>Fluent oral and written English and French. Additional European languages would be important assets.</li> <li>A good understanding of the issues linked to the policies and regulations impacting the financial industry and of the broader priorities and challenges, both at European and at global level.</li> </ul> <p><b>Desirable:</b></p> <ul style="list-style-type: none"> <li>Material experience of the European legislative and regulatory process; of working within the European institutions and/or of working for a financial firm or trade association.</li> <li>Knowledge of the roles and standard setting operations of international regulatory bodies.</li> </ul>

### About us

The Association for Financial Markets in Europe (AFME) advocates for deep and integrated European capital markets which serve the needs of companies and investors, supporting economic growth and benefitting society.

AFME is the voice of all Europe's wholesale financial markets, providing expertise across a broad range of regulatory and capital markets issues. We advocate for deep and integrated European capital markets which serve the needs of companies and investors, supporting economic growth and benefitting society. We aim to act as a bridge between market participants and policy makers across Europe, drawing on our strong and long-standing relationships, our technical knowledge and fact-based work. For more information please visit the AFME website, [www.afme.eu](http://www.afme.eu) or follow us on Twitter: [@AFME EU](https://twitter.com/AFME_EU)