



## **Job Description**

### **ACI Managing Director**

#### **Job Background**

- Established in 1955, ACI Financial Markets Association is a global trade association representing the interests of financial markets professionals in over 60 countries operating in the FICC financial markets community.
- ACI is acknowledged as an industry leader in the provision of market principles of best practice and in delivering specific and relevant qualifications and continuing learning and development tools and services that enable individuals to qualify their industry knowledge/expertise and to demonstrate compliance and adherence with applicable conduct and best practice obligations
- ACI is included in industry led initiatives alongside Central Banks, regulators and industry bodies to ensure the Association remains relevant. Through National Association representation members are included in all domestic issues pertaining to their financial markets. National Associations are regionally represented to ensure regional issues are strategically addressed within the Managing Board of the Global Association.
- To ensure that its proposition remains responsive and directly aligned to the needs of financial market participants, ACI must have an experienced professional to Manage and deliver the strategic objectives of the Global Association.

#### **Job Purpose**

- The ACI Managing Director reports directly to the Chairman of the Managing Board of ACI FMA.
- Is responsible for Implementing the organization's vision, mission, and overall plans, as approved by the Management Board/Council.
- Oversees the complete operation of ACI in accordance with the direction established in the strategic plans.
- To lead, guide, direct, and evaluate the work of the ACI Head Office team.
- Oversees the fiscal activities of the ACI Head Office, including budgeting, reporting and audit.
- Works closely with the national associations to implement the overall plans as approved by the ACI Council.

#### **Key Responsibilities:**

##### ***Planning/Budgeting***

- Overseeing the implementation of the Strategic Plan for ACI that is based on the vision and mission of the Association as approved by Council. This could include suggesting the setting of both qualitative (benchmarking) and quantitative (Funding/Budgets) objectives, and the Resources required to achieve this.

- Conducting annual reviews & thereafter formulating strategic & budgetary suggestions for the following year. This includes critically evaluating the performance and success of ACI as a global entity each year.
- Works with the ACI Management Board to ensure financing to support short- and long-term objectives.

### ***External & Internal Relationships***

- To represent ACI in industry and professional forums at an international level, and to effectively communicate the mission, objectives, plans and strategies of ACI.
- Acts as an advocate for issues relevant to ACI, and is our Chief Spokesperson, ensuring proper representation on industry issues relevant to the Association.
- Initiates, develops, and maintains cooperative relationships with key partners in the Industry.
- Works with legislators, regulatory agencies, and other industry groups and institutions to promote legislative and regulatory policies that encourage a healthy and vibrant financial community and addresses the interests of ACI's members
- Develops plans to expand the ACI network across the world by identifying new areas for industry penetration and growth.
- Works with the National Associations to support their growth & membership plans.

### ***Legal & Compliance***

- To ensure that ACI complies with all the legal and regulatory requirements of the jurisdiction/s where it operates.

### ***Other Responsibilities***

- To support the ACI Standing Committees/Working Groups etc. in the implementation of their plans, and to act as a bridge between the Committees and the Management Board/Council.
- Perform KPI reviews for any staff members/contractors as applicable or as requested by the Chairman.
- The ACI Managing Director is a global role. Travel a requirement for the role.

### ***Preferred Experience & Skills***

- **A Member of ACI** is preferred
- **FICC Markets.** Proven knowledge and experience of FICC markets-15 + years minimum markets experience preferred.
- **Sales & Marketing.** Proven sales and marketing expertise with track record of successfully growing and promoting products and services.
- **Business Management.** Proven ability to manage day-to-day operations and work collaboratively.
- **Languages.** Fluent English-speaker required. Additional language(s) desirable.

### ***Relevant Additional Information***

- **Primary Location:** Candidates from all locations considered however strong preference for the Northern Hemisphere, including but not limited to United Kingdom (London area) Switzerland, France (Paris area) or New York.
- **Job Function:** Managing Director
- **Employment Type:** Full-time (external contractor)
- **Employee Status:** 2 years contract
- **Salary:**

Paris, June 2017