



<b>Job title</b>	Principal or Manager (depending on seniority/experience), Capital Markets and Wholesale
<b>Reporting to</b>	Director, Capital Markets & Wholesale Policy

## About UK Finance

### Background

UK Finance is a trade association representing nearly 300 of the leading firms providing finance, banking, markets and payments-related services in or from the UK. Our members are large and small, national and regional, domestic and international, corporate and mutual, retail and wholesale, physical and virtual, banks and non-banks. Our members' customers are individuals, corporates, charities, clubs, associations and government bodies, based in the UK and overseas, served domestically and cross-border. These customers access a wide range of financial and advisory products and services, essential to their day-to-day activities, from our members. The interests of our members' customers are at the heart of our work.

UK Finance is the UK representative on a number of international trade associations including the European Banking Federation, the European Cards Payments Association, the European Payments Council and the International Banking Federation.

### Our purpose

To champion a thriving banking and finance industry, acting always in the best interests of consumers, businesses and wider society.

### Our values

- Integrity:** We act transparently and ethically for the good of our members as well as their customers and wider society. We seek to enhance trust in the banking and finance industry.
- Excellence:** We lead from the front as a beacon of quality, inspiration and best practice.
- Leadership:** We are proactive and innovative in helping to shape tomorrow's banking and finance landscape

## Job Purpose

Core responsibility is to support or lead the development and delivery of UK Finance policy positions and operational projects with respect to a number of identified key areas for which the Capital Markets and Wholesale team is responsible on behalf of our members. The Capital Markets and Wholesale team has a wide remit across various financial services products and services and is also responsible for member relationships across a broad cross-section of UK Finance's UK and international membership.



The post-holder is expected to provide support from among a portfolio of large projects initially identified across the 'Purpose' 'LIBOR/Benchmark Transition' and 'Prudential' agendas (described further below). Over time it is expected that this initial portfolio will evolve and may change with business and member needs and the post-holder's experience. Consequently, the role is suitable for candidates with professional flexibility and a keen desire to learn.

The post-holder will be expected to work with our members, UK and/or EU regulators, governments, the media, other trade associations and other key stakeholders to identify and analyse relevant issues where members have an identified policy and/or operational interest, develop a UK Finance policy position, and to then deliver on an implementing advocacy plan that will achieve member's objectives. The post-holder will also be expected to support delivery of operational projects (typically but not exclusively with a strong policy element) for members.

The post-holder will be expected to lead in-depth member discussions on policy and/or technical issues in working groups and committees and will be required to draft and deliver detailed policy papers and presentations. The post-holder will support project management and delivery of the projects within their remit. It is also expected that the post holder will represent UK Finance at senior meetings and forums, and will be responsible for cultivating productive member and regulatory relationships in the UK and EU.

The post holder may be required to travel abroad periodically.

Here is a brief overview of some of the 'Purpose' 'Resilience' and 'Prudential' agendas for the Capital Markets and Wholesale team:

- Strategic purpose, based upon an agenda around longer-term drivers of value including employee interests, delivering the service customers need and want, and wider community responsibility, including environmental issues and climate risk and green finance.
- LIBOR/Benchmark Transition, working with members and policy makers to take forward policies and initiatives that will help effect the transition from LIBOR to a replacement benchmark risk-free reference rate in an orderly manner that respects the needs of customers and members .
- Prudential regulation, with our focus being on the implementation of the Basel framework through EU and UK legislation including the practical operationalisation of the prudential requirements for regulatory capital, liquidity, reporting & disclosure, recovery & resolution etc.

It is envisaged that the post holder will work on several of these key workstreams for the next 12-18 months, with a periodic assessment of the appropriate mix of responsibilities, reflecting the Capital Markets and Wholesale team's and UK Finance's priorities for members. It is expected that the initial focus may be:



- Contributing to workstreams only just being opened up by UK Finance on climate risk and green finance, closely aligned to the UK regulatory agenda, but also more generally UN Sustainable Development Goals.
- Working with members, regulators and other industry stakeholders as the market transitions away from LIBOR to other risk-free reference rates by the stated 2021 LIBOR end date.
- Analysing the draft EU Commission legislation implementing the finalised Basel 3.1 framework in Europe (expected Q1 2020) and work with members, to refine UK Finance's lobbying positions.

### **Key Responsibilities**

Support or lead UK Finance policy development and implementation activities with regard to identified capital markets and wholesale issues, acting upon and responding to initiatives proposed by UK, EU and international policy makers, legislative bodies, and regulatory authorities. Key responsibilities include the following:

- Provide secretariat support for and from time to time chair member committees and working groups and other meetings to identify key issues, develop policy positions, and achieve agreement on policy and technical issues.
- Work with the UK Finance external affairs team to develop lobbying and engagement strategies targeting UK and EU policy makers and regulatory authorities (in particular PRA, FCA and ESMA).
- Directly lobby industry stakeholders (e.g. politicians, regulators, and other associations) to achieve the delivery of member's objectives.
- Develop and maintain relationships with both full and associate members and support the membership team in recruiting new members.
- Prepare industry positions for the press and broadcast media through interviews, press articles, speeches and conference presentations ensuring that complex messages are conveyed effectively.
- Coordinate closely with other UK Finance teams involved in cross-cutting policy areas, for example around sustainable finance or resilience matters.
- Support or manage the delivery and operationalisation of larger projects, frequently implementing or evolving new policy themes.
- Act as a role model for the Company's vision and values.
- Any other task that may reasonably be required.

### **Skills and Competencies**

- Demonstrate a good understanding of:
  - Key political, legislative and regulatory issues affecting UK and international financial services firms based in or operating from the UK.
  - The operating models of international wholesale banking firms and the functioning of wholesale capital markets.
  - The EU/UK legislative and regulatory process.
  - Knowledge of key cross-border banking products and service offerings.
- Experience of working effectively with a non-executive Board or committee(s), including committee secretariat and minute taking.



- Capable of acting as a subject matter expert and credibly representing UK Finance externally with speeches, conference panels, Chatham House discussions and the media.
- Good team, organisational, project management and delivery skills.
- Excellent interpersonal and communication skills, together with the ability to effectively manage diverse stakeholder relationships.
- Ability to think strategically and to work independently
- Adaptable and able to quickly pick up new issues
- Excellent written (drafting and blogging) and verbal communication skills vis a vis senior industry and public-sector representatives.
- Strong powerpoint and presentation skills
- Ability to direct resource accordingly and deliver excellent outcomes in a timely and agile fashion.

### **Qualifications**

- Degree or other relevant qualification.

End.