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# Example of Securities Finance Job Description

Our company is hiring for a securities finance. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for securities finance

* Act as the leading structurer for structured product deals, primarily ABS (and potentially ABCP/ABL deals), in various asset classes
* Responsible for creation of structuring analytical tools/models and procedures
* Train peers and junior staff in the structuring and analysis of simple to complex transactions
* Development of scoping/requirements gathering exercises in advance of project engagements
* Creation of a supportive, team atmosphere ensuring that all team members from various products act in the broader interest of the customer
* Managing consultant’s performance on assigned projects, providing domain expertise where needed and to a lesser extent support and mitigate the risk of any process re-engineering within the managed integrated solution as delivered
* Ability to scope the timing, financial and functional requirements of projects via Statement of Work and Project Plan-based documentation, along with ongoing maintenance of the Project Plan in coordination with your assigned clients and keeping management apprised of the project status
* Closely monitor and mitigate project risks as they are identified via avenues such as change management and executive level steering committee meetings
* Manage the client relationship and expectations while developing relationships at a senior level
* Creating weekly status documents including milestone, budgeting, action item and consultant scheduling information, while keeping frequent communication with your customers through regularly scheduled meetings

## Qualifications for securities finance

* 3 + years’ experience in consultative selling of enterprise class software and/or services
* Bachelor's degree in business, systems, or similar discipline
* Excellent organizational, presentation and negotiation skills• Ability to travel to present to clients and prospects
* Track record of lead generation and ability to close
* Expertise in new business development and in devising, presenting and closing high level trading solutions
* 3-5 years’ experience in the securities industry (brokerage/capital markets)