



# HEAD OF ASSET MANAGEMENT JOB DESCRIPTION

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## About fscom

We are a leading specialist professional services firm providing governance, risk and compliance (GRC) advice to the financial services sector in the UK, Ireland and multiple locations in Europe. We have built a reputation for providing high quality advice to our clients, delivered by leading subject matter experts in the industry.

fscom works with leading clients in the banking, capital markets, digital assets, fintech, asset management, payment, and FX sectors. Our focus on being the leading subject matter experts in our field means that we have become widely recognised as the premier compliance consulting firm to the financial services sector.

We have ambitious plans to grow the firm by expanding into new GRC related services, exploration of new industry verticals within financial services, and an extended footprint across Europe. Our strategic move towards growth was significantly bolstered in October 2022 when we forged a strategic partnership with one of Europe's leading growth investors, Bridgepoint. This partnership points to the quality of our team, our proven track record of growth, the strength of our corporate governance, and the credibility of our future growth plans. With this investment, fscom is positioned to double in size over the next three years by venturing into new markets, offering new services and growing the core team.

Our people are at the heart of our success, and the key contributor delivering on our ambitious expansion plans.

## Vision, Mission, and Values

### **Our Vision**

- We aim to be the world's most trusted partner in governance, risk and compliance, a place where people love to work, grow and strive to make a difference.

### **Our Mission**

- We are a specialist consulting firm providing governance, risk and compliance solutions to financial services institutions.
- We work in partnership with our clients to become their trusted advisor.
- We deliver outstanding client service which spans advice, assurance, due diligence and managed services.
- We provide fulfilling careers and professional development for our high performing team.
- We strive to achieve excellence and financial discipline in everything we do so we can continue to grow.

### **Our Values**

- Client focus
- Expertise
- Collaboration
- Experience

## The Role

The Head of Asset Management will be responsible for building out our Asset Management Sector in parallel with our Capital Market, Europe Consulting and Payments Sectors, reporting through to the CEO. The individual will be part of the Senior Leadership Team which forms the Executive Committee (ExCo) and will be required to contribute to the wider management of the business as well as running the Asset Management Practice.

### Core Purpose

Responsible for the development and management of the Asset Management practice and offering for fscom, building a network of sustainable clients for contributing to the expansion of fscom services across the UK.

### Key Responsibilities

- Building the fscom brand within the Asset Management sector, driving business development with strategic oversight of client solutions and build out of services to enable fscom to become the leading GRC consultancy.
- Building on our Asset Management advisory offering to deliver extended Asset Management services in line with fscom ambitions.
- Management of Asset Management team including integration of recently acquired fmconsultuk, key FAM specialists, maximising on specialist skills expertise build.
- Responsible for the Practice key account management, target account management, relationship building and networking with current and potential clients for value and return.
- Provide, communicate and execute on developing and driving the strategic direction for the practice and leading the development of the strategic business plan in line with the overall company business and financial plans.
- Responsible and owner of the Profit & Loss of the Asset Management practice working closely with the CFO ensuring accurate financial reporting and strategic management to drive business growth.
- Subject matter expert in the impact of market trends, economic and regulatory change and how this impacts our clients to provide value added solutions across Asset Management.
- Providing high level technical support and Quality Assurance controls to the Asset Management team to ensure high quality client delivery
- Working closely with Head of Business Development to ensure delivery of individual and practice sales targets aligned to strategic growth, identifying sales opportunities and enabling cross selling opportunities across the full remit of fscom practices and services.
- Leading on the development and delivery of fscom's thought leadership in Asset Management working closely with Head of Marketing to maximise on marketing and specific activity.
- Working closely with the Head of People to ensure excellence in people management, development and performance.
- Be a key contributor across the senior leadership team with wider firm management role modelling the company values and providing peer support to other Heads of Practice.

## The Person

The Head of Asset Management requires an exemplary role model, who has broad experience as a consultant and subject matter expertise to drive the Asset Management practice to new clients and develop our offering further across the UK.

### ESSENTIAL CRITERIA

- A minimum of 10 years' experience of leading significant engagements and implementing strategy.
- An experienced consultant, with a strong network of client and industry contacts with key understanding of the client landscape and prospective client approach and build.
- Proven experience of extensive self-led revenue generation, extensive sales experience including outbound sales (>£1m pa).
- Extensive understanding and technical knowledge of the market trends and factors affecting the landscape in fund and asset management throughout UK and Ireland.
- In depth understanding of relevant regulatory regimes and the approach of financial services regulators in UK and Ireland, with the ability to build services relevant for clients on regulatory and transformation change.
- A member of relevant industry and trade association working groups, e.g. the European Fund and Asset Management Association's (EFAMA) ETF and Irish Funds (IF) Loan Origination working groups.
- Proven experience in sector development and building expertise within teams for delivery to clients, with a hunger for the challenge of building the practice.
- Proven ability to manage and resolve customer service escalations in a high risk and high complexity environment.
- Strong commercial mindset and proven experience of P&L management.
- Proven experience of managing a team and enabling high performance results.
- Experience of operating at an Executive level with contribution to management of strategic business.
- Confident, articulate, exceptional presentation skills.
- Able to build trust and credibility with individuals internally and externally.
- Effective communicator with a track record of successfully building relationships and trust across different geographies and cultures.
- Results orientated with determination to deliver against results and KPIs.
- Very driven, seeking a challenge, comfortable with aggressive growth plans.

## The Package

### Remuneration

fscom offers a competitive compensation package.

### Location of Post

The preference is that this role is based in Belfast or London or in close proximity. The post holder will be expected to attend the Head Office in Belfast regularly and travel across the UK and Ireland for the servicing of clients as and when required.

## The Process

**To apply:** If the idea of joining the team and helping chart the next steps of our journey excites you, please submit an up-to-date CV to [careers@fscom.co](mailto:careers@fscom.co)

To facilitate shortlisting, you are asked to ensure you address the core shortlisting criteria in your CV.

## Equal Opportunities

fscom is an Equal Opportunities Employer, and we wish to ensure that all candidates can participate fully in the selection process. We aim to select the best person for the job and all recruitment decisions are made objectively.