

JOB DESCRIPTION

Title of position	Master Agreement Negotiator
Contract type	Full-Time Employee (NGSI)
Department	MA Negotiation Team (part of APAC Chief Client Office)
Reporting to	Jagotmoni Singha (NGSI, MA Nego team leader)
Job description date	27 January 2022
Position opening start	28 January 2022

Position Summary

MA Negotiator / Remediations and Negotiations

- Delivery of Legal Remediations for APAC, and new MA Negotiations when time allows

Main responsibilities and duties of the role

1. Manage global and regional master agreements remediations, in accordance with volumes and objectives defined at group and APAC level (ex: EU STAY, RIM, CSDR)
2. Prepare, negotiate, and arrange execution for the relevant master agreement documentation, in coordination with the rest of the MA Negotiation team
3. Monitor dynamically the portfolio of negotiations
4. Identify, monitor, and help remediate legal risks related to master agreements in Asia Pacific, including advice on avoiding or mitigating such legal risks
5. Conduct due diligence with external counsel when appropriate on capacity and authority and enforceability of contracts, netting issues, and collateral provisions
6. Synchronize regularly with changes in laws and regulations relating to derivatives, repos and securities lending and master agreements in Asia Pacific

Main Internal and External Relations

- Client Office departments in Asia and in Paris – for prioritization and MA Negotiation team
- Legal department in Asia, Paris, London, and New York
- Staff members in Hong Kong, Singapore, other offices in Asia-Pacific and Paris (including front office, client services, operations, collateral management, and risk departments) .
- External counsel and counterparties when necessary

Job Qualification (education, years of experience and other soft skills)

- At least 7 years of experience in negotiating master agreements with Asian counterparties, including at least ISDA, CSA (VM, IM) – additional experience in GMRA, GMSLA preferred – at least UK law.
- Experienced in legal remediations, reopening of contracts, annexes creation (ex: IM/VM, LIBOR / BMR)
- Legal background and experience in checking netting, collateral, capacity, authority and enforceability legal opinions and support documents associated with master agreements are preferred
- Attention to detail and strong organizational skills including accurate record keeping
- Well versed to time-to-client approach (in comparison to a focus on process only)
- Ownership, anticipation, respect of KPI targets
- Excellent interpersonal and communications skills, team player regionally and globally
- Resilient, able to prioritize and work under pressure
- Must be able to read/write/speak fluent English.
- Proactive and self-motivated, with the ability to work independently