

Manager – Master Agreements Negotiation Team

Company: Global financial institution

Location: Montreal

SUMMARY

Our client, a financial institution with operations all over the world, is seeking a Manager for the team responsible for master agreement documentation.

ROLES AND RESPONSIBILITIES

- Hire, train and develop a team of legal professionals comprised of 5-10 full-time employees for the production of master agreement and related documentation and client onboarding in the Americas.
 - The team will be responsible for documentation relating to OTC derivatives, repo, securities lending, futures, prime brokerage and related activities.
 - The team will negotiate a broad spectrum of documentation including ISDA, MRA, MSLA, global terms of business, prime brokerage agreements, futures account agreements and related documentation.
- Monitor team workload and manage work scheduling, forecasting and capacity planning.
- Ensure standards are met for levels of specialization, expertise and knowledge of the legal professionals in the team, organizing or providing appropriate training as required
- Act as principal relationship manager and contact for the team's activities for business lines, risk departments, operations departments, collateral team and other departments. Build and maintain relationships with such departments to best coordinate client onboarding, documentation and legal risk management duties.
- Take charge of the operational model for the team, implementing a continuous improvement ethos and driving change management activities in line with needs.
- Work with teammates to continuously create and manage "roadmaps" and templates to guide negotiators in their duties in relation to contractual negotiations of master agreements.

QUALIFICATIONS

- Strong leadership and managerial skills and proven business acumen.
- Ability to learn and explore responsibilities beyond core/initial areas of experience.
- At least 6 years of "hands on" experience negotiating the agreements listed above, ideally with relevant experience from working in a corporate and investment bank
- Experience with issues relating to documentation of relations with hedge funds and other entities requiring tailoring of sales and trading documentation.
- Qualified lawyer; admission to NY Bar is an asset
- English required, French is an asset

Please note that only candidates selected for interviews will be contacted.

CONTACT INFORMATION

Please forward your CV/résumé, in confidence, to SHORE & Associates:

Michel Ohayon: mohayon@shoreassoc.com – 514-878-4777