

Vacancy: Chief Executive Officer of the European Leveraged Finance Association

Location: Remote

Duration: Permanent, Full-time

Remuneration: Six figure salary + Bonus and Benefits

THE ORGANISATION

The European Leveraged Finance Association (ELFA) is a buy-side-only trade association comprised of European credit investors in the high yield, leveraged loan, CLO and private debt markets from over 60 institutional fixed income managers, including investment advisors, insurance companies, and pension funds.

ELFA seeks to support the growth and resilience of the leveraged finance market while acting as the voice of its investor community by promoting transparency and facilitating engagement among European leveraged finance market participants. Founded in 2019, ELFA provides an established, strong collective buy-side voice and an effective platform for seeking change.

ELFA's Objectives:

- Governance and Industry Best Practice
- Investor Voice
- Market Engagement
- Reputation Management
- Relationship and Consensus Building
- Knowledge Building

THE ROLE

ELFA is seeking to appoint a new Chief Executive Officer, succeeding our founding CEO Sabrina Fox. Our first five years have successfully established ELFA as the credible voice of the leveraged finance investor community. Our new CEO will play a key role in shaping the trajectory of ELFA in its next phase.

The Chief Executive is primarily responsible for designing and implementing ELFA's strategy, delivering its initiatives and goals, and growing its influence and membership.

Leading a small, dedicated team, the CEO must ensure we meet our members' needs by identifying, prioritising and delivering solutions to the issues that affect investors in the European leveraged finance market.

The CEO should be a confident, inspiring and energetic leader, able to represent the association at the most senior levels, and to effectively engage and influence stakeholders.

KEY RELATIONSHIPS

Reports to:

Mike Dolan, Chair, and the ELFA Board – comprised of 14 senior leaders from our Member Firms.

Direct reports:

ELFA Team – a small, dedicated, and supportive team of four full-time staff, providing a high-quality service to our membership and working with the CEO to meet the organisation's objectives.



Other key relationships:

- The ELFA Board
- ELFA Committee Co-Chairs
- ELFA members
- ELFA partners
- Relevant external stakeholders (including regulators, other trade associations, other types of market participants)

KEY RESPONSIBILITIES

- Develop and implement ELFA's strategy and vision in partnership with the Board, and communicate ELFA's goals to members, stakeholders and the broader leveraged finance market.
- Grow ELFA's membership and identify new opportunities for member engagement.
- Build and maintain strong relationships with members, Committee Co-Chairs and key stakeholders, including regulators and other trade associations.
- Act as an advocate and figurehead for the buy-side in leveraged finance, promoting its interests with regulators, relevant stakeholders and through conference appearances, media outreach and public relations.
- Lead and maintain a high-performing team with a culture of collaboration and excellence.
- Develop and execute ELFA's Partner Programme, seeking out potential new partners.
- Ensure ELFA's financial stability and sustainable growth through budget management and income growth.
- Oversee the development and dissemination of industry standards, guidelines and best practice.
- Develop and implement marketing and communications strategies to increase the organisation's visibility and impact.

EXPERIENCE

- At least 5 years of senior strategic leadership experience, including setting strategy, agreeing priorities and delegating actions, and accountability for a P&L - ideally gained through running a similar industry body or within a leveraged finance market participant such as an asset manager.
- Reporting to Board-level and working with a Board to lead and implement programmes of work.
- Strong understanding of the leveraged finance market or associated capital market.
- Proven track record of engaging effectively with a wide range of stakeholders at a senior level such as regulators, board members, the media and other trade associations.
- Track record of leading and developing a high performing, remote team - ideally gained within a small to medium sized organisation with full oversight of business functions and operations.
- Understanding of Corporate Governance requirements and duty of care in such a role.

SKILLS

- Strategic thinking: ability to develop and execute a strategy with the awareness and understanding of market dynamics.
- Facilitation and negotiation: proven skills to influence at executive/board level with the ability to influence debate and discussion to support efficient decision making.
- Advocacy experience: successfully influencing the regulatory processes within the UK and Europe.
- Communication: exceptional and persuasive communicator experienced in being an impactful and inspirational speaker with gravitas and authority.
- Networking: ability to network with a diverse range of organisations and people, evidence of an established network of key stakeholders and the ability to grow it further.
- Management: good operational management capabilities and people leadership.
- Building and maintaining relationships: successfully seek and maintain partnership relationships at the senior executive level.

PERSONAL ATTRIBUTES

- Ambitious, driven and proactive
- Robust and resilient
- Exercises sound judgement, integrity, discretion, and diplomacy
- Committed to personal development, learning and self-improvement
- Organised, adaptable and able to work flexibly
- Analytical, calm and adept at balancing competing priorities
- Hands-on with a can-do approach

Candidates must have the legal right to work in the United Kingdom. Some travel within Europe will be required.

If you are interested in being a part of ELFA and think you have what it takes to lead us in the next development phase, we look forward to hearing from you.

HOW TO APPLY

To apply, please submit a CV and supporting statement (ideally maximum 2 sides of A4) that clearly outlines your suitability for the role against the criteria provided, including your interest and motivation in applying for this position.

Please ensure that your application is emailed to elfa@elfainvestors.com inserting “CEO application” into the subject field.