



Chief Executive Officer
Nigerian Exchange Ltd
Lagos, Nigeria

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About the Employer

Nigerian Exchange Limited serves the largest economy in Africa and champions the development of Africa's financial markets. It offers listings and trading services, licensing services, market data solutions, ancillary technology services, and more.

The company is a subsidiary of Nigerian Exchange Group Plc.

The Role

Position Title: Chief Executive Officer
Location: Lagos, Nigeria
Reports to: Board of Directors

ROLE PURPOSE:

The CEO is an individual with proven leadership skills, sound technical knowledge and experience, as well as a robust track record of successes and achievements.

The job holder will be responsible for the general management of the company's operations and expected to demonstrate excellent administrative, strategic, operational and business management skills.

Reporting to the Board of Directors, the successful candidate will have overall P&L responsibility for the Nigerian Exchange Ltd, oversee the implementation of strategic value adding projects as well as hold responsibility for the day-to-day management of its operations.

The CEO will sit on the Group Executive Committee (GEC) chaired by the Group CEO.

KEY ACCOUNTABILITIES

The desired candidate will be expected to successfully drive:

- **FINANCIAL & NON-FINANCIAL TARGETS:**
 - Drive the achievement of “the Exchange’s” financial and non-financial targets.
- **STRATEGY & PROGRAMME DELIVERY:**
 - Champion the development and refinement of “the Exchange’s” strategies towards deepening market penetration and achieving sustainable growth and profitability.
 - Oversee the execution of “the Exchange’s” go-to-market and operating model priorities.
- **GROWTH & EXPANSION OF BUSINESS PORTFOLIO:**
 - Develop and lead strategic growth initiatives to expand “the Exchange’s” asset classes leveraging market trends and client preferences.
 - Develop and lead strategic initiatives to drive market penetration of existing asset classes (including equities, derivatives and exchange trade funds) and increase transaction intensity.
 - Drive primary market activities resulting in increased number of listed entities across various client segments (corporate, state owned enterprises(SOEs), small & medium scale enterprises etc.).
 - Facilitate the development of innovative solutions leveraging emerging technologies.
- **CLIENT ENGAGEMENT & SERVICE DELIVERY:**
 - Drive sustained interest and participation of foreign investors on “the Exchange”.
 - Implement market development initiatives to accelerate domestic retail and institutional investors activities in the Capital Market.
 - Institute and implement initiatives to drive superior service delivery across all clients’ touchpoints.
 - Articulate a robust client engagement strategy to drive client satisfaction ranking, deepen share of wallet and improve client’s retention.
 - Champion operational efficiency across “the Exchange’s” operations covering pre-trade, trade and post-trade activities.

- **STAKEHOLDER ENGAGEMENT & ADVOCACY:**
 - Drive visibility and advocacy for “the Exchange” in its engagements with government, regulatory agencies and other stakeholders.
 - Develop a strong and professional relationship with regulatory authorities and other relevant stakeholders (including the Board, clients, etc.).
 - Champion “the Exchange’s” brand identity and reputation with all stakeholders.
 - Lead industry initiatives and participate in activities that elevates the Nigerian Capital Markets in Sub-Saharan Africa (SSA) and the global space.

- **LEADERSHIP:**
 - Provide strategic leadership and direction to the entire team and supervise all activities of the Nigerian Exchange Ltd.
 - Allocate and delegate roles, responsibilities and tasks clearly, effectively matching the level of responsibility with the appropriate skills, experience and authority required.
 - Provide guidance and support to Senior & Executive Management and hold regular ad hoc meetings as appropriate.
 - Implement and maintain appropriate systems and controls and address gaps as necessary.
 - Champion the in-house development, collection and analysis of relevant market data, to ensure Senior & Executive Management are provided with robust real-time market information in order to make informed decisions and drive “the Exchange’s” performance.

- **SKILLED & MOTIVATED WORKFORCE:**
 - Build a highly skilled and motivated workforce that will deliver on “the Exchange’s” goals and objectives.
 - Envision and transform “the Exchange’s” culture into a world class, digitally-focused and performance-oriented culture.

- **AUDIT & ENTERPRISE RISK MANAGEMENT:**
 - Oversee the implementation of the yearly Board-approved Audit and Risk Management plans.
 - Develop, implement and monitor systems and controls to ensure all procedures are carried out in line with global best practices.

- **STRATEGIC PARTNERSHIPS:**
 - Secure strategic partnerships with relevant local and international industry stakeholders.

REQUIRED KEY COMPETENCIES:

- Strategy articulation
- Strategy execution
- Strong stakeholder management
- Investor relations
- General management
- Building trust & integrity
- Relationship building
- People management
- Marketing and new business development
- Knowledge of the global capital market space
- Deep knowledge of innovative instruments
- Deep knowledge of capital market technology development
- Deep understanding of capital market operations

The Person:

Required Skills, Qualifications & Experiences

Education and Certifications:

- A Good first degree from a reputable institution.
- A Master's Degree (e.g. MBA, LLM, etc.) from a reputable institution.
- Any relevant professional qualification will be an advantage (e.g. CFA, CIS, ACA, FCA etc).
- C-suite level executive education certificate will be an Advantage.

Experience:

- 18 years of cognate work experience with a considerable number of years spent in the Capital Market sub sector of the Financial Services Industry.
- At least 7 years must have been in an Executive Management role.
- Proven experience in the global Capital Market business landscape with a deep understanding of global Capital Market standards, best practices as well as the legal, regulatory & competitive landscape of "Exchanges" across the world.
- Possesses a global outlook with a platform that facilitates international travel at very short notices.
- A high impact people leader who inspires and has a passion to motivate others.
- A strategic thinker who takes pride in creating a culture that encourages consistency with a Group vision and values.
- A strong business acumen, maturity and tact, including the ability to relate with the highest levels of management across institutions/sectors.

Interested candidates who meet the above requirements for the position can apply via the link <http://bit.ly/35iBH7L>

Or by email to the contacts outlined below;

Stanton Chase Contacts

Dubai Office

Stanton Chase International FZ-LLC

Dubai Knowledge Village, Block 17, Office 206

Phone: +971-4-3693529

Fax: +971-4-3604480

Email: dubai@stantonchase.com

Lagos Office

Stanton Chase Nigeria

Landmark Centre, Plot 3/4 Water Corporation Road

Off Ligali Ayorinde Road

Victoria Island, Lagos

Phone: +23-480-802-20541

Email: lagos@stantonchase.com

Assignment Consultant

Gregory Nazaryan

Managing Partner

Direct: +971 43693515

Email: g.nazaryan@stantonchase.com

Tony Onwu

Managing Director

Email: t.onwu@stantonchase.com