



— **Director, Financial Services, Brussels**
Global Counsel



Dober Partners
Executive Search
& Consultancy

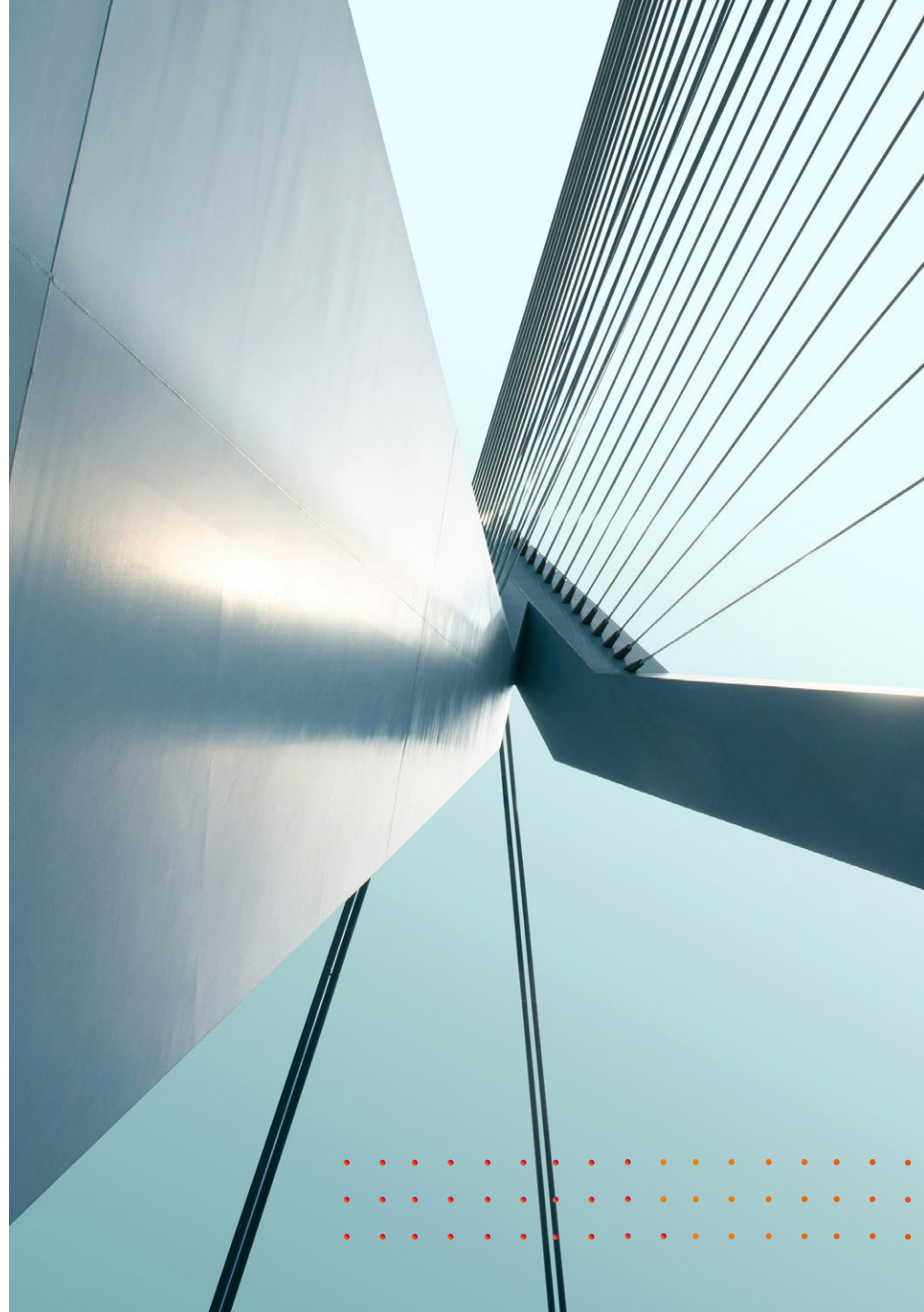
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About Global Counsel

Global Counsel is an international strategic advisory business. We help investors and companies across a wide range of sectors to anticipate the ways in which politics, regulation and public-policy making create both risk and opportunity—and to develop and implement strategies to meet these challenges.

- Our multidisciplinary, multilingual team has experience in politics and policy making in national governments and international institutions.
- Our counsel is informed by industry expertise, policy literacy, extensive experience in government, and deep regional and local knowledge.
- We deliver prompt policy and political insight to help inform strategic and tactical investment and corporate decision making.
- Our offices in Berlin, Brussels, Doha, London, San Francisco, Singapore and Washington D.C. are supported by a global network of policy makers, businesses and analysts.



What You'll Do

Overview

- We are seeking a Director in Brussels to lead and grow our financial-services work with the EU institutions and member-state governments. Reporting to the London-based Practice Director for our global Financial Services practice—and working closely with the head of our Brussels office and our Director leading on digital assets, fintech and payments—you will attract and work for a range of international financial-services clients operating in and out of the EU across asset management, banking, insurance, pensions and sustainable finance.
- The role offers exposure to a wide range of high-profile policy and political issues, including capital markets, consumer affairs, cyber security, economic crime, investment, retail banking and savings. You will also support the work of other practices, lead on issues of general interest in the EU and its member states, support the head of the Brussels office, and be a brand ambassador for GC.
- The role requires a keen interest in the future EU political and regulatory agenda for financial services, the credibility to engage with current and prospective clients at senior levels, and the ability to lead a growing team of experts. It also lends itself to candidates with a proactive approach to business development and a desire to develop additional expertise as needed.
- The role will be based in our Brussels office with travel to national capitals and scope for some hybrid working.



Who we're looking for

- We want people who love to learn about policy, delving into the detail and building their own network of experts on whom they can call for insight. Curiosity, intellectual energy and political judgement are vital to this role. You will be adept at handling complexity and ambiguity as well as able to grasp new issues, scan the horizon for threats and opportunities and form coherent and well-argued policy perspectives quickly.
- You should have at least 10 years' relevant financial-services experience working across the public and private sectors in Brussels. Previous expertise in providing strategic advice on financial-services policy is desirable, as is experience working with policy issues in a major member state.
- You should have experience of managing colleagues in an effective and high-performing team.
- You will also need an appetite for developing knowledge, networks and skills in a fast-paced working environment, be comfortable working in international teams on complex, cross-border policy issues, and act as a brand ambassador for GC.
- We want people who have proven project-management and organisation skills, able to handle concurrent tasks effectively, manage short- and long-term assignments, and independently lead projects while responding proactively to changing client needs.
- We are looking for people who write and speak with precision and flair.
- You must be fluent in spoken and written English. Fluency in at least one other official EU language is desirable.
- The role will be based in Brussels, and you will need to have the right to work in the EU.



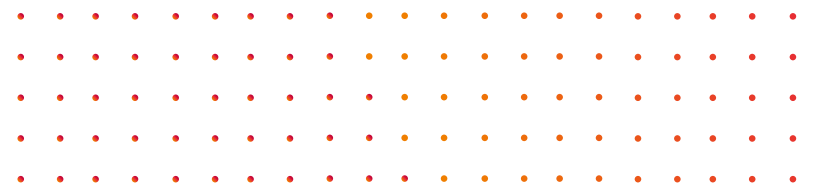


Role and responsibilities

- Provide expert, strategic, actionable advice and thought leadership to financial-services clients on the risks and opportunities arising from politics, policy, legislation and regulation.
- Tailor advice to clients ranging from the C-suite to public-policy teams in corporate clients, who are often working across different jurisdictions, as well as investors seeking to understand the implications of regulatory change (including through level-2 and 3 implementation) for their assets.
- Ensure the successful delivery of client work, including policy analysis, guidance on forward-looking regulatory strategies, developing cutting-edge thought leadership, and innovative approaches to public-policy engagement.
- Lead business-development campaigns and pitch processes.
- Lead and grow our Brussels-based financial-services work.
- Manage colleagues in an effective and high-performing team.
- Build and maintain partnerships and relationships with a wider network of businesses, policy makers, trade bodies and other stakeholders at senior levels.
- Play a key role in representing GC in the EU and supporting the leadership of our Brussels office.

What we can offer

- A competitive Brussels-based salary with 25 days' holiday allowance plus public holidays and discretionary Christmas office closures.
- A full package of benefits including pension, health and dental insurance, bonus programme, employee-assistance programme and wellbeing support.
- Access to enviable locations in our Brussels and other offices and to high-quality IT and ergonomic support for remote working.
- A strong professional-development programme including a personal training budget.
- The chance to learn from world-class advisers and experts in a fast-growing firm.



Recruitment Process



Shortlisted candidates will be invited to an online interview and to complete a written exercise. Successful candidates will then have a second-round interview, ideally in person in our Brussels office.

We expect the successful candidate to start as soon as relevant notice periods permit.

The specialist executive search firm Dober Partners has been retained to draw up a shortlist of prospective candidates against the criteria set out in this document, and using their discretion and expertise to recruit a new Director, Financial Services, Brussels of Global Counsel, together with the Board.

Please send your CV and motivation letter to:

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