

Head of Financial Markets Training

Company Overview

Alpha Development is an international training firm specialising in development for financial services organisation. Our clients include the world's leading investment banks, insurance companies and asset managers. With offices in the UK, Singapore, Poland, and a significant amount of work in the US, we offer global coverage and have delivered across more than 20 countries.

Requirement

We have created a role for a Senior Financial Markets trainer, following recent growth and business expansion. The role is SME and Product Head, and sits between our Faculty and Sales teams, to own and develop our product.

Key Responsibilities

For all of the below four sections: these are responsibilities for you to direct, whether ultimately actioned by you or by faculty members under your supervision.

1) Client Consultancy – 30% allocation

- Assist the Sales team in client advisory meetings regarding Financial Markets training, including front-to-back office, graduate training and FinTech.
- Be our team's SME, advising clients on content, delivery methods, structure, learning outcomes etc.
- Conduct TNA conversations with clients and their internal stakeholders, and own the resulting programme design.

2) Sales & Marketing – 30% allocation

- Support the Sales team by producing Sales & Marketing content regarding financial markets.
- Course outlines, case studies, and other material for pitches, proposals and RFPs.
- Build a scaleable library over time of repeatable marketing content.

3) Delivery – 30% allocation

- Deliver a maximum of 60 days classroom training per year, or equivalent via webinar and other media.
- Delivery to be restricted to:
 - Essential, difficult training or audience.
 - Ice-breaking new material or clients, before feeding in other faculty behind you.
 - Leading a faculty on a multi-trainer programme.
- Own the production of all Financial Markets course materials, including slides, handouts, workbooks, videos, simulations and other media. Build a scaleable library of modules suitable for tailoring for individual clients: for you to direct, whether ultimately actioned by you or by a faculty member under your guidance.

4) Faculty – 10% allocation

- Build and manage a faculty of high quality Financial Markets trainers with different expertise, style and location. Help source possible trainers, and lead the selection process.

- In conjunction with trainers' notes, and leading multi-trainer programmes, coach new faculty in our favoured delivery style and how best to interact with our client base.
- Monitor and pass on feedback on your Faculty for opportunities for improvement.

Firmwide

Ad hoc projects as and when required.

Experience, Knowledge & Skills Required

Must have senior experience as a financial markets trainer. In particular we expect the ideal candidate to demonstrate:

- 10+ years in the markets, and 10+ years in Financial Markets training.
- Preference for experience in Sales & Trading and associated divisions (Operations, Technology), but willing to consider backgrounds in any areas of the Financial Markets.
- Tech savvy: knowledge of main markets platforms and software, as well as FinTech developments. Knowledge of programming is a bonus but not essential.
- Professional manner, positive approach and creative attitude.
- Experience managing people – either as employees or on an associate basis.
- We will be equally pleased to consider members of our existing faculty as well as trainers new to Alpha.

Other Information

Department / Location: We are agnostic. The role can be based in any major financial hub.

Hours: This role is full time i.e. Monday to Friday 37.5 hours per week, 09.00 – 17.30pm.

Travel: This role will require travel to international clients from time to time.

Holidays: 28 days per annum.

Staff Benefits: For UK staff, includes Season ticket loan, Gym membership contribution, Cycle to work scheme, Childcare Vouchers and private medical cover – after one year of service. For non-UK staff, as appropriate for the region.

Start date: As soon as possible.