

Job Description

Job Title	Assistant Manager Business Development
Entities	Maldives Stock Exchange (MSE) Maldives Securities Depository (MSD)
Department	Business Development
Employment Type	Full-time, Permanent (subject to probation and performance evaluation)
Salary	Negotiable [based on qualification and experience]
Reports to	Executive Management of MSE & MSD

Maldives Stock Exchange is seeking an energetic and creative individual to support our dynamic Business Development and Marketing team. This role is ideal for a professional with a background in marketing, public relations, business development, and strong analytical skills. You will play a key role in expanding our presence, developing market strategies, and driving client engagement across a range of innovative services. Assistant Manager shall be responsible for assisting the business development department to undertake the following functions.

Key Responsibilities

1. Business Development & Collaboration:

- Research and identify potential listings for the Main Market on an ongoing basis.
- Research and identifying and pursuing potential private issuances.
- Implementation of Private Securities Segment through Viyana and ongoing Client support.
- Business development support for development of Depository system including stakeholder consultation and support.
- Locate or propose potential business deals by identifying potential partners, discovering, and exploring opportunities locally and internationally.
- Screen potential business deals by analyzing market strategies, financials, evaluating options and recommending feasible investments.
- Coordinate and direct Business Technology and Operations team to develop integrated innovative products and services.
- Analyze market trends and financial data to make informed decisions to support business growth.

2. Ancillary Services:

- AGM Management service client relations and event management support.
- Assist in developing AGM Management service product marketing strategies and recommendations.
- Registrar service client relations and support.
- Assist in developing service-based development strategies and recommendations
- Develop marketing strategies to enhance AGM and registrar services, increasing engagement and client satisfaction.

