

Terms of Reference

Job Title	Senior Officer - Issuer Relations and Market Engagement
Entities	Maldives Stock Exchange (MSE) Maldives Securities Depository (MSD)
Department	Business Development
Employment	Full-time, Permanent (subject to probation and performance evaluation)
Salary	Negotiable [based on qualification and experience]
Reports to	Head of Business Development

Maldives Stock Exchange (MSE) and Maldives Securities Depository (MSD) are seeking a driven and commercially minded individual for the role of Senior Officer - Issuer Relations and Market Engagement to support the growth of the Exchange's business. This role is ideal for a professional with a background in business development, finance, marketing or public relations, and strong analytical skills. You will play a key role in bringing new issuers and products to the market, building strategic partnerships locally and internationally, and strengthening the Exchange's brand and reputation.

Core Responsibilities**1. Issuer Development & Relations:**

- Identify, approach and build a pipeline of prospective issuers for the Main Market, debt securities and private issuances.
- Assist prospective issuers through the early stages of the listing process, coordinating with the relevant internal teams.
- Provide ongoing support to existing issuers and listed companies, maintaining strong relationships and addressing their needs.
- Support the Business Development team in identifying new revenue streams and developing business cases for new initiatives.

2. Market Products & Services:

- Support the design and launch of new market products, such as debt securities, sukuk and other securities, that broaden the Exchange's offering.
- Develop commercial and marketing strategies to grow Annual General Meeting (AGM), registrar and other ancillary services.
- Review pricing, service packages and competitor offerings to recommend improvements.

3. Strategic Partnerships & Stakeholder Engagement:

- Build and maintain partnerships with global and regional exchanges, financial institutions and development partners to increase cross-border awareness and investment opportunities.

