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Deloitte Yousuf Adil,
Chartered Accountants



Pakistan Stock Exchange Limited

Managing Director

Our client, Pakistan Stock Exchange Limited (PSX) is a single integrated capital market Exchange of Pakistan, formed through the integration of operations of Karachi, Lahore and Islamabad stock exchanges, which provides a reliable and efficient digitized market place where investors can buy and sell listed companies' securities. For over 60 years, PSX (including previous stock exchanges) has facilitated capital formation, serving individual and institutional investors, the trading community and listed companies, and has been one of the best performing stock exchanges in the world in the last five years. After recent strategic divestment, 40% of its shares are owned by a Chinese consortium comprising of China Financial Futures Exchange, Shanghai Stock Exchange (2nd largest stock exchange in the world), Shenzhen Stock Exchange (7th largest in the world), Pak-China Investment Company Limited and Habib Bank Limited. 40% shares of PSX are owned by Trading Rights Entitlement Certificate holders (brokers) and 20% are currently held in a blocked account that are expected to be offered to public through an IPO in the near future.

PSX has undergone a major process of transformation under the Stock Exchanges (Corporatisation, Demutualization and Integration) Act, 2012. As critical part of this process, PSX is now looking for a dynamic and visionary individual as **Managing Director (MD) / Chief Executive**, who can take it to the next level and help realize the vision of becoming a leading exchange in the region offering efficient, fair and transparent securities market that enjoys full confidence of the investors and listed security issuers. The incumbent must be a highly-motivated and result-oriented individual with demonstrated track record and capability to lead by example by leveraging exceptional leadership and management skills. The incumbent is expected to play a key role in the governance of the PSX both in the commercial and regulatory functions while closely working with the Board in development and implementation of its strategy.

PSX is seeking a leader, who will spearhead the executive team, assisting the Board in its governance function, interacting and engaging with multiple stakeholders, including, issuers, brokers, investors and market participants and coordinating closely with the Apex Regulator of the capital market, the Securities and Exchange Commission of Pakistan. The MD shall be directly accountable to the Board and his/her key objective shall be to execute the strategy for increasing shareholder value and growth of the Exchange in conformity with corporate policies approved by the Board while ensuring that public investors' interests are protected.

The ideal candidate must possess highest level of integrity and business ethics with strong interpersonal and communication skills in English and Urdu. Demonstrated capabilities, in addition to attributes mentioned above, must include:

- Vision for the **future of the Exchange** in rapidly changing business dynamics and economic conditions
- Inspire and motivate by creating a culture of innovation, goal oriented action and collaboration
- Ability to manage and develop an efficient and diversified management team
- In-depth knowledge of capital markets and financial system
- Experience and good understanding of governance and risk management systems
- Build and maintain strong relationship with the Board, the regulator, government, investors and issuers

The ideal candidate should preferably possess a postgraduate degree either in Finance, Business Management, Economics and Capital Market or other related disciplines from a reputed local or foreign institution, and have a minimum experience of 7 years in a senior level managerial position domestically or internationally at a capital market infrastructure institution (stock exchange/clearing house/depository) or have served at a senior management position preferably as CEO for a period of 5 years in any other local or international company of significant size in the regulated financial services sector with successful track record. The preferable age bracket for the candidate is 45 to 55 years. The position carries competitive compensation and benefits commensurate with the position and incumbent's competencies.

If you believe you are the right person, please apply by emailing your detailed profile by **May 25, 2017** at pkhumancapital@deloitte.com with subject line '**MD – PSX**'. Only shortlisted candidates will be contacted. All applications will be treated in strict confidence. Our Client is Equal Opportunity Employer.