

Head of Private Markets

Date: February 2025

Reports to: Director, Investment & Capital Markets

Salary: £100,000-110,000

About the Investment Association (the “IA”)

The IA champions UK investment management, supporting British savers, investors and businesses. Our 250 members manage £9.1 trillion of assets and the investment management industry supports 115,000 jobs across the UK.

Our mission is to make investment better. Better for clients, so they achieve their financial goals. Better for companies, so they get the capital they need to grow. And better for the economy, so everyone prospers.

Our purpose is to ensure investment managers are in the best possible position to:

- Build people’s resilience to financial adversity
- Help people achieve their financial aspirations
- Enable people to maintain a decent standard of living as they grow older
- Contribute to economic growth through the efficient allocation of capital.

The money our members manage is in a wide variety of investment vehicles including authorised investment funds, pension funds and stocks and shares ISAs.

The UK is the second largest investment management centre in the world, after the US and manages over a third (37%) of all assets managed in Europe.

The Investment & Capital Markets Team

Investment & Capital Markets is one of the main policy areas around which the IA’s industry work is organised. Our team’s key responsibility is to:

- Assist IA members as investors and users of capital markets to the benefit of their clients;
- Facilitate and support our members ability to invest in a diverse range of asset classes – e.g. Equity, Fixed Income, FX, Infrastructure and Private Markets;
- Engage on matters directly affecting the practice of dealing/trading for investment management firms, including market structures and their relationship with other market participants, including investment banks, exchanges, settlement agents, clearing houses, other vendors and agents;
- Support the post trade investment operations of our members, including middle and back-office operations (as they relate to securities, derivatives and FX) and regulatory trade & transaction reporting.



Overview of the Role

The Investment Association (IA) is dedicated to representing the interests of the UK investment management industry and its global clients. As we expand our focus on private markets, we are seeking a dynamic and experienced individual to lead our efforts in this critical area. This newly created role underscores the growing significance of private markets investment to the global investment landscape and as a source of capital to drive growth. The successful candidate will lead all IA work in this area, including engagement with member firms, building relationships with key stakeholders, and driving forward our strategic initiatives and policy work.

Main Responsibilities and Duties

Main day-to-day duties include:

- Lead all IA's private markets initiatives, ensuring alignment with the IA's strategic goals and key values.
- Engage with IA member firms to understand their needs, objectives and critical issues in order to shape the IA strategic initiatives and required advocacy in private markets.
- Establish the IA as an authoritative source of policy input on private markets issues at a critical moment in the UK economic and capital market reform debate. This would include ensuring we have clear positions on relevant aspects of the current Government growth agenda as well as wider market initiatives such as PISCES (the Private Intermittent Securities and Capital Exchange System).
- Engage with the FCA and other relevant domestic and international regulators on immediate issues affecting IA member firms operating in private markets.
- Build and maintain relationships with all key stakeholders, including policymakers, regulators, and industry leaders.
- Work with other trade associations in the private market space to try to ensure a joined-up approach and voice, where possible and establish areas of comparative specialisation, as appropriate.
- Convene and lead an internal group of policy experts to support the IA private markets policy work, leveraging existing policy expertise within the organization.
- Identify any further resource needs to support the growth and development of private markets initiatives over time.
- Represent the IA at industry events, conferences, and meetings to promote the importance of private markets investment and represent our industry's views.
- Monitor and analyse trends and developments in private markets to inform the IA's policy and advocacy efforts.

Specific Initial Projects:

1. FCA Multi-Firm Review of Private Markets Valuations:

Lead the IA's engagement with the FCA's review of private markets valuations, ensuring that the interests of IA members are represented and that the review's outcomes support the growth and integrity of private markets

2. Deep-Dive into Key Market Trends:

Conduct a comprehensive analysis of key market trends, including the structural shift towards private debt and private credit. Develop thought leadership and educational materials to inform IA members and stakeholders about these trends



3. Impact of Private Markets Investment on the Real Economy:

Highlight the positive impact of private markets investment on the real economy. Engage with the UK Government and other stakeholders to promote the role of private markets in supporting economic growth and development.

4. Private Intermittent Securities and Capital Exchange System (PISCES) and other relevant regulatory/legislative proposals:

Provide the buy-side perspective on the development and implementation of PISCES and other relevant regulatory or legislative proposals, as they emerge. Work with policymakers and industry stakeholders to ensure that the system supports efficient and transparent private markets.

5. Innovation in Private Markets:

Explore and promote innovation in private markets, including the potential for tokenization of private assets and the impact of AI. Develop a strategy for incorporating these innovations into the IA's private markets initiatives.

6. Interaction Between Public and Private Markets:

Investigate and address the interaction between public and private markets. Develop policies and recommendations to ensure that both markets can coexist and support each other's growth.

Essential Skills / Qualifications / Competencies

This role would suit someone with regulatory and/or practical responsible investment experience gained at another trade body, one of our member firms or a key industry stakeholder.

We are looking for:

- Proven experience in private markets, investment management, or a related field.
- Strong understanding of the regulatory and policy landscape affecting private markets.
- Ability to lead and inspire a team of experts.
- Strategic thinker with the ability to identify and address emerging issues in private markets.
- Experience working with trade associations, policymakers, and regulators is highly desirable.

Personal attributes

- Excellent communicator: articulate and succinct, excellent command of written and spoken English, capable of acting as an ambassador and advocate with senior stakeholders.
- Proactive, determined and enthusiastic with a 'can do' attitude and able to take the initiative and work well under pressure.
- Strong people skills and ability to collaborate and build relationships with members, policymakers and other stakeholders.
- Excellent time management skills, ability to juggle multiple tasks simultaneously and prioritise to deliver on time.



- Ability to meet deadlines and deliver to the highest standards, first time around.
- Outgoing and team spirited: comfortable working alone or in a team and with an ability to get on with people at all levels.
- Strong work ethic, hardworking, and resilient.

Please note this job description describes (but does not limit) the main duties and responsibilities of the job. These are subject to variation by the IA as is necessary to respond to changes, both internal and external, which the Association experiences.