



## Finance Transactions – Global Markets – Lawyer/Senior Associate

Ashurst's Global Markets team, Sydney

### Recruitment

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**About Ashurst:**

Ashurst is a leading progressive global law firm with a rich history spanning more than 200 years. We are proud of our history and are future-focused, having expanded into new technologies through our NewLaw division, Ashurst Advance, and our consulting arm. Our in-depth understanding of our clients and commitment to providing excellent standards of service have seen us become a trusted adviser to local and global corporates, financial institutions and governments in all areas of commercial law. To find out more please visit [www.ashurst.com](http://www.ashurst.com).

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**Team overview:**

As corporations look to diversify their funding mix and investment opportunities, they need a law firm that is ahead of the game in terms of developing and implementing new generation financing solutions. Ashurst's Asia Pacific Capital Markets practice is one of – if not *the* – most sophisticated and innovative practices in the market.

Ashurst offers a truly global, uniquely-focused Capital Markets practice which covers the full-range of products and transactions across Debt, Equity, Securitisation, Derivatives and Structured Finance. Our team works closely with our fully integrated finance transactions team of over 350 lawyers globally. Our unrivalled reputation is based on our technical expertise and track record of developing and bringing to market the most innovative, ground-breaking and cutting-edge structures at the forefront of the marketplace. Our unique ability to apply our experience, insights and techniques to the *local* market means we have been, and continue to be, instrumental in the development and growth of the capital market landscape in the Asia Pacific region.

The calibre of clients who rely on our advice is testament to our strong market standing. Our Global Markets team has advised on transactions ranked among the market's most complex, high-profile and high-value. Our team provides clients with real-time execution capabilities on the ground in the region's major commercial centres, and are supported by a fully integrated global network of 30 offices, enabling us to support our clients across multiple jurisdictions, and wherever they chose to do business.

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<p><b>Job overview:</b></p>	<p><b>Description of Lawyer/Senior Associate Role</b></p> <ul style="list-style-type: none"> <li>• You will already have acquired significant experience and will be able to contribute to professional development and know-how and participate in training where appropriate.</li> <li>• You will take day to day responsibility for more straightforward matters and actively progress complex matters with close partner support. You will be able to demonstrate well developed drafting skills.</li> <li>• You will be confident and effective in negotiations with counterparts.</li> <li>• You will be effective in communicating with clients in order to understand their needs and how best to meet them. You will also have the ability to assist clients in arriving at practical and cost effective solutions. You will be effective in forming relationships with clients.</li> <li>• You will understand the way our business, competitors and clients are developing and work with the business development team to use this information to develop business opportunities.</li> <li>• You will build and maintain a network of business contacts. In addition you will proactively identify opportunities to introduce your clients to other offices and practice areas, working intelligently with partners, other lawyers and the business development team to exploit opportunities.</li> <li>• You will have excellent attention to detail, identifying inconsistencies that indicate problems with quality of work or a misunderstanding of clients' needs.</li> <li>• Risk and Control: Ensure that all activities and duties are carried out in full compliance with our regulatory requirements and internal policies.</li> </ul>
<p><b>Essential skills and experience:</b></p>	<ul style="list-style-type: none"> <li>• Finance lawyers with 4-10 years' experience in general finance, securitisation, structured finance or debt capital markets</li> <li>• Strong technical skills in relation to finance law</li> <li>• Client facing experience and the ability to understand and respond effectively to client needs</li> <li>• A commercial approach and an ability to negotiate effectively</li> <li>• A collaborative attitude to working within large teams and with colleagues at all levels</li> </ul>
<p><b>Career advancement:</b></p>	<p>An established Associate Career Path Framework is in place clearly defining expectations and outlining opportunities for promotion.</p>
<p><b>Background checks:</b></p>	<p>In order to comply with regulatory and client requirements, Ashurst will undertake appropriate vetting of staff. When applicants accept a job offer, Ashurst, alongside a specialist provider, will undertake professional</p>

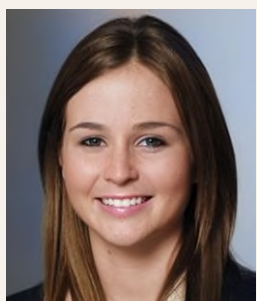
verification and background checks. These checks are only undertaken with consent, and in accordance with our legal and regulatory obligations.

#### Partner Profiles:



**Jennifer Schlosser** has been practising in the securitisation and structured finance market in Australia, the UK and Europe for over 20 years and has represented participants including sponsors, issuers, financiers and arrangers in international and domestic transactions.

She advises clients on bespoke structured finance transactions as well as securitisation programmes across a broad range of asset classes including ABS, Trade Receivables, RMBS, CMBS, Covered Bonds, Master Trusts and ABCP and has been the lead securitisation partner on a number of the most significant transactions in the market recently.



**Emma Malone** has been practicing across a broad range of finance transactions in the Australian and UK legal markets for over 15 years. Her principal areas of expertise include securitisation, structured finance, corporate finance, leveraged and acquisition finance.

She advises clients across a range of asset classes in securitisation and structured finance including ABS, RMBS, trade receivables, insurance premium receivables, ESG assets, distressed debt portfolios, M&A securitisation financing and Fintech securitisation.

Emma is a member of the ASF Women in Securitisation subcommittee.



**Caroline Smart** specialises in debt capital markets transactions. Her experience spans a wide range of transactions, including stand-alone Eurobond issuance (both Regulation S and Rule 144A), Australian medium term note programmes, euro medium term note programmes, euro commercial paper programmes, US private placements, regulatory capital, project bond finance and liability management.

Caroline has worked with financial institutions, corporations, sovereigns, issuers and dealers/managers in both developed and emerging market jurisdictions across Australia, Europe, the Middle East and Asia. She has extensive international experience.