

## Agreement Negotiator

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Company: US Tech Solutions, Inc.

Location: New York County, New York

Category: other-general

Job Title: Trading Agreement Negotiator

Location: Broadway, NY

Duration: 8 Months

### Position Summary:

Trading agreement negotiator, responsible for handling all escalations and complex negotiations of equity swap master confirmations, OTC equity options master confirmations and convertible bond MCAs. The individual should be a subject matter expert in equity swaps and ideally have knowledge on OTC equity options, this should include understanding of the ISDA equity definitions. In addition to being the team's SME on master confirmations the individual

will have the opportunity to handle all relationship level trading agreements, including, but not limited to equity derivatives, prime brokerage, securities lending, confidentiality agreements, Futures agreements, listed options agreements, OTC clearing agreements, ISDA Master Agreement and CSA as well as equity Master Confirmation Agreements.

The team consists of 8 attorneys and sits within IED's global Risk Management team. As the group sits within risk management, it is tasked with analyzing and making risk-based decisions on client negotiation requests. The team is responsible for negotiating, drafting and executing all necessary agreements with clients and their counsel in advance of trading.

### Job Responsibilities

Subject matter expert in equity swap documentation for the IED documentation team

Negotiate full suite of trading agreements including, but not limited to, ISDA Master Agreements and Credit Support Annexes, stock loan, prime brokerage agreements, listed derivative trading agreements, OTC clearing agreements, tri-party control agreements, master confirm agreements, confidentiality agreements, electronic trading agreements and other trading-related agreements.

Liaise with IED Sales and Trading desks, as well as members of Firm's Legal, Risk, Credit and Onboarding teams.

Client base includes hedge funds, mutual funds, pensions, insurance companies, banks, corporates and money managers.

Act as primary point of contact with clients and their counsel for all negotiations. Interact with clients in connection with new industry rules and regulations.

Qualifications - External

Strong verbal and written communication skills; attention to detail; ability to meet timing deadlines on multiple projects

Contract drafting experience

Ability and initiative to proactively communicate with senior business unit members

Comfortable working in open trading floor environment

1+ years experience negotiating master confirmations and/or long form confirmations. A plus if experience negotiating trading agreements at broker/dealer, buy-side firm and/or law firm with an emphasis on equity swaps and the master confirmations associated with those transactions.

JD preferred

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#### Cross References and Citations:

1. Agreement Negotiator [NzjobscareerJobs New York County, New York Nzjobscareer](#)
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