

## **Director - Asset/Liability Management**

Farmer Mac is seeking a motivated professional to provide leadership to its Asset/Liability team as a Director – Asset/Liability Management. This individual will play a central role in the Corporation’s ALM, balance sheet management, valuation functions. The successful candidate will have a proven track record of implementing ALM best practices, providing ALM thought leadership and being a strong leader of people.

### **Position Summary**

The Director – Asset/Liability Management will lead the team charged with the quantification of Farmer Mac’s interest rate risk profile and other market risk exposures. This role directs the monthly production of interest rate risk analysis and focuses on analyzing the material factors that affect MVE and NES interest rate risk, strategic projects involving the asset/liability model framework and reporting to Senior Management, ALCO and regulatory bodies.

Suitable candidates must have a proven track record of leadership and be able to balance competing priorities with various deadlines in a fast-paced environment. Equally important is the ability to be the thought leader for the ALM team, motivate employees, and continuously review and improve the ALM-related processes to enhance efficiencies.

### **With Whom You Will Work**

The position reports to the Vice President – Balance Sheet Management, working closely with other members of the ALM team and also interacting with nearly all areas of the company including Farmer Mac’s Treasury, Accounting, Loan Administration, and IT groups.

### **Where and When You Will Work**

The position will be based in Farmer Mac’s headquarters located at 1999 K Street NW, Washington, DC. Core business hours are Monday through Friday 8:30 am to 5:30 p.m. eastern time. Work outside of these times may be required for planned and unplanned activities to complete time sensitive projects or to attend off-site meetings or events. Periodic travel is expected of this position.

### **Primary Responsibilities and Duties**

- Lead ALM team of professionals.
- Direct market risk analysis of Farmer Mac’s balance sheet and guarantee portfolio using a variety of sophisticated risk metrics that include market value of equity, net effective spread forecasting, duration and convexity, and value at risk.
- Oversee data preparation, reconciliation and validation to ensure the accuracy of data sets, model parameters, and other key inputs used to support interest rate risk analytics.
- Ensure accurate and complete financial data are used in asset/liability analytics.
- Facilitate the development of improved interest rate risk management infrastructure by designing, testing, and implementing new analytical tools and methods.

- Calculate fair values of complex financial instruments including Farmer Mac's assets, liabilities, derivatives, and off-balance sheet guarantees in support of fair value accounting in addition to net effective spread forecasting.
- Assist in developing new strategies and methods for hedging, funding, and ALM rebalancing.
- Assist with the development of a formalized FTP system
- Review monthly analysis to inform optimal funding for asset purchases.
- Analyze and report ongoing liquidity position and needs.
- Develop and generate reports for senior management and financial disclosures, including ALCO reporting packages. Prepare regular asset/liability reports for presentation to ALCO and the Finance Committee of the Board of Directors.
- Develop and maintain model documentation and perform various analyses to ensure proper controls on quality and integrity of asset/liability management reporting.
- Review and improve ALM procedures and assist department leadership in implementing new policies and procedures.
- Perform other related duties as assigned.

## **Desired Skills and Qualifications**

- Minimum of 12 years of experience in asset/liability management in a financial institution.
- Extensive supervisory experience and demonstrated leadership ability required.
- Demonstrated ability in leading with emotional intelligence and patience with a focus towards goal achievement.
- Strong educational and professional record of achievement.
- Superior quantitative and problem-solving skills.
- Mastery of ALM and interest rate risk concepts and best practices.
- Advanced knowledge of capital markets, mortgage finance, fixed income mathematics and concepts, and complex financial instruments.
- Strong leadership, supervisory and interpersonal skills with the ability to prioritize tasks, work on multiple assignments, and manage rapidly changing assignments in a team environment.
- Demonstrated ability to excel under tight deadlines and be effective and decisive under pressure.
- Strong organizational skills and excellent attention to details are a must.
- Excellent written and oral communications skills with the ability to interact with and build relationships across different departments and levels of seniority.
- Experience using the QRM Enterprise Risk Framework preferred or other third party ALM applications.
- Exceptional spreadsheet skills and strong database skills required; competence in SAS/SQL preferred.
- Successful candidates must share Farmer Mac values and demonstrate an ability to work collegially and collaboratively.

## **Education and Experience**

- Advanced degree in business administration, finance, economics, or other quantitative disciplines.
- Professional designation such as CFA, FRM, or CPA preferred.

## About Us

At Farmer Mac, everything we do is inspired by our mission, our promise and our values. We are a diverse group of talented, engaged, and passionate individuals who are committed to bringing vitality to rural America through innovation, collaboration, and excellence. This team embodies these principles that have guided Farmer Mac since its inception and help us to serve as a champion for rural America. Candidates for this position must share the same appreciation for rural America and should want to devote a career to serving those who help set the global standard in agriculture and rural utilities while advancing the livelihood of rural communities.

## Farmer Mac’s Mission

Farmer Mac is committed to help build a strong and vital rural America by increasing the availability and affordability of credit for the benefit of American agriculture and rural communities.

## Farmer Mac’s Promise

To build a strong and vital rural America through innovation, collaboration, and excellence.

## Farmer Mac’s Core Values

Stewardship

Unparalleled Service

Innovative Thinking

Collegial Collaboration

Unrelenting Excellence

Absolute Integrity

Passion for Rural America

One Farmer Mac

### **Farmer Mac is an equal opportunity employer.**

NO EMPLOYEE OR JOB APPLICANT WILL BE DENIED OPPORTUNITIES OR BENEFITS AT FARMER MAC BASED ON RACE, RELIGION, COLOR, SEX, AGE, NATIONAL ORIGIN, DISABILITY, VETERAN STATUS, CITIZENSHIP STATUS, GENETIC INFORMATION, OR ANY OTHER BASIS PROHIBITED BY APPLICABLE LAW.