

Manager – Fixed Income Strategy

Position Summary

The position is responsible for the execution of fixed income investor relations program as well as assisting in managing debt and derivative dealer relationships, providing competitive intelligence from financial markets, leveraging market intelligence to develop and enhance debt issuance strategies, and working on special finance projects, such as LIBOR transition, hedging, and securitization.

The Manager – Fixed Income Strategy must be able to balance competing priorities and deadlines in a high-pressure environment. Equally important is the ability to work without supervision, travel with little or no notice, and establish new relationships quickly.

With Whom You Will Work

The position reports directly to the Director – Fixed Income Strategy and represents Farmer Mac to fixed income investors and dealers. The role must work with his/her supervisor to keep senior management abreast of financial market effects on Farmer Mac's debt issuance and propose actionable strategies to minimize debt costs. The role interacts more with external partners and investors, but will also work closely with the finance, treasury, and accounting teams. The role must be accustomed to working with senior management and governance.

Where and When You Will Work

The position will be based in Farmer Mac's headquarters located at 1999 K Street NW, Washington, D.C. Core business hours are Monday through Friday 8:30 am to 5:30 p.m. Eastern. This position requires availability during market hours. Work outside of normal business hours or availability off-site to keep funding and rate lock desk operational is an integral part of the position. Approximately 25-50% travel is required.

Primary Responsibilities and Duties

Execute the Debt and Fixed Income Investor Relations Program

- Speak on behalf of Farmer Mac at fixed income investor conferences and meetings
- Collaborate with other GSE representatives on joint debt investor initiatives
- Maintain accurate and detailed records of all fixed income investor relations activities
- Execute fixed income investor relations program
- Educate and update investors and dealers on Farmer Mac
- Create publications and electronic media used in the fixed income investor relations program

Assist in Managing Debt and Derivative Dealer Relationships

- Perform counterparty analysis on debt and derivative dealers
- Conduct on-site visits to debt and derivative dealers
- Educate debt dealer traders and salesforce on Farmer Mac and its debt issuance
- Monitor debt and derivative dealer performance
- Maintain relationships with key debt and derivative dealer representatives

Provide Competitive Intelligence from Financial Markets

- Monitor Farmer Mac's funding curve and potential impacts to Farmer Mac from changes in the market environment
- Interpret how market movements and events could affect Farmer Mac's funding
- Provide ad hoc market analysis to finance team and ALCO
- Broaden relationships with Wall Street strategists to gain insight on market behavior and access to research and strategy publications

Leverage Market Intelligence to Develop and Enhance Debt Issuance Strategies

- Develop weekly and monthly strategy reports that assess fixed-income market activity and propose actionable strategies to minimize Farmer Mac's debt costs
- Spur strategic discussions at internal meetings
- Communicate funding strategies and results to market strategies team and ALCO

Work on Special Finance Projects

- Play key role in Farmer Mac's LIBOR transition
- Evaluate Farmer Mac's hedging strategies
- Assess alternative funding strategies, such as structured securitization

Desired Skills & Qualifications

- In-depth understanding of capital markets, debt issuance and fixed income securities, and fixed income math with a strong understanding of duration and convexity
- Ability to establish new relationships quickly
- Outstanding reputation with Agency debt community, based on credibility, consistency, visibility, access, and depth of knowledge
- Strong command of MS Excel, Word, PowerPoint, and Access required; competence in Power BI report building, SQL infrastructure, and Bloomberg preferred
- Aptitude for interpreting and simplifying complex analysis to present audience-appropriate summary information
- Desire and ability to be available outside of normal working hours, as this is a market sensitive position

Experience and Education

- Financial services experience with exposure to mortgages or fixed income portfolios and a working knowledge of duration and convexity
- Excellent data analysis skills
- Strong oral and written communications skills and presentation ability
- Ability to excel in a fast-paced environment, proven ability to appropriately balance competing priorities to successfully meet deadlines
- 10 or more years of fixed income capital markets experience, preferably with exposure to agency debt and derivative markets
- Bachelor's degree in finance or accounting or MBA with finance focus
- CPA or CFA is 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.