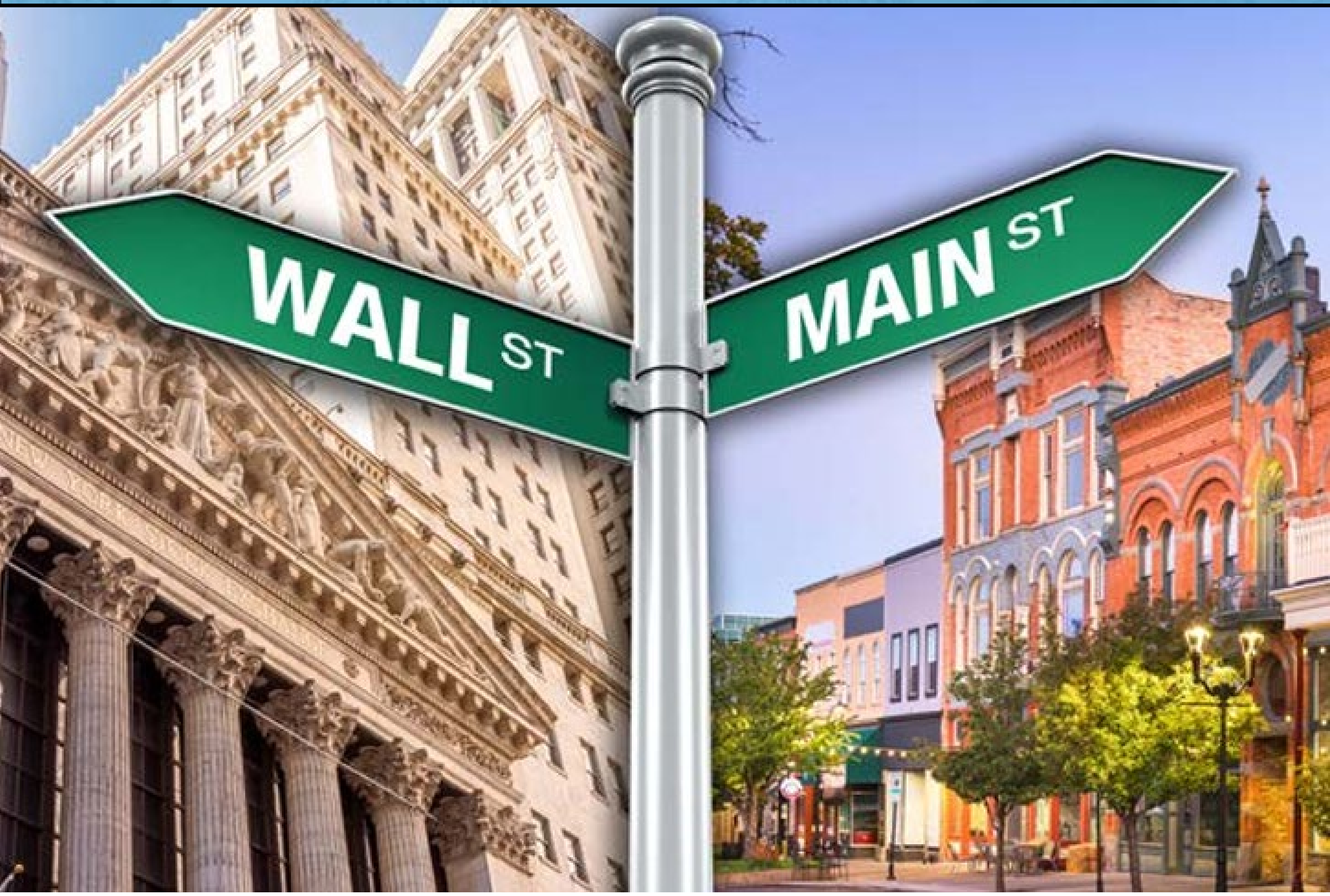
BETTER MARKETS



Better Banks, Better Businesses, Better Jobs,
Better Economic Growth, Better Lives, Better Communities

President and Chief Executive Officer

Washington, D.C. – Hybrid Position

DRiWaterstone Human Capital

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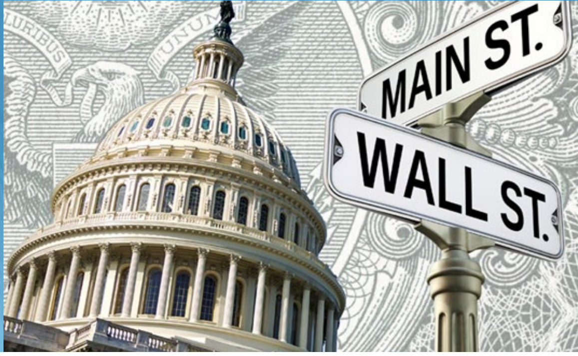


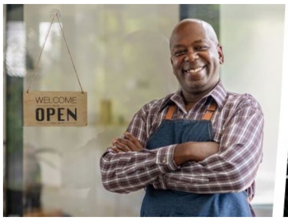
The economy is too often rigged against hardworking Americans and the financial system too often focused on delivering for the already wealthy and well-connected. **Better Markets**, a high-profile, influential, mission-driven 501(c)(3) nonprofit advocacy organization based in Washington, D.C., exists to fight and change that throughout the economic and financial policymaking process.

Founded in the wake of the 2008 financial crisis, it has an exciting and consequential mission: It fights for economic and social justice by advocating for an economy that works for all Americans. That requires a strong, balanced financial system that supports the real economy and creates broad-based wealth. Better Markets also promotes democracy and civic participation by ensuring that the voices and interests of hardworking Main Street Americans are represented throughout the Washington policymaking process, where private interests usually dominate, if not monopolize. Better Markets' advocacy is focused on an economy and financial system that creates wealth for the many rather than extracting wealth for the few. Its advocacy work serves as an important—and often the only—counterweight to the financial industry and its allies that too often seek to put their interests above the public interest.

Better Markets has a team of senior, deeply experienced, substantive experts in banking, securities, derivatives and commodities, law, and consumer protection. It pursue its mission objectives through a variety of advocacy activities, including engaging with all the financial regulators throughout the rulemaking process, providing expertise to Congress, the White House, and others, developing independent analysis and data-driven research, engaging in litigation in the courts, and messaging through all media channels. Better Markets has an engaged Board and a $5.5 million annual operating budget.

MISSION:
It fights rule-by-rule, agency-by-agency, for a financial system that serves society and supports the productive economy, thereby creating economic opportunity, prosperity, and security for every American, which will rebuild and grow the middle class, reduce social, economic, and racial injustice, and revive the American Dream.

PROGRAMS



Ensure Banks Support the Real Economy

Better Markets works to end “too big to fail” and redirect large financial institutions away from risky, bonus-driven behavior. The goal is to return banks to traditional activities that foster durable, sustainable, and broad based growth, which creates jobs, and economic, social, and political stability. Stronger rules protect taxpayers and ensure the economy isn’t held hostage to oversized institutions.

Promote Investors, Markets & Capital Formation

Better Markets pushes the SEC to protect investors, maintain transparent markets, and hold Wall Street accountable. This includes supporting robust rulemaking on issues like disclosure, transparency, and shareholder rights. Strong enforcement deters misconduct, ensures fairness for all participants, and promotes productive capital formation and allocation, keeping the U.S. markets the best, most liquid markets in the world.

Address All Risks Including Climate Risk

Better Markets pushes regulators to guard against all risks regardless of source or origin, and that necessarily includes climate risks. It advocate for an integrated and coordinated climate approach across agencies to protect markets, the financial system, and the economy. Addressing climate threats— like all other threats— is essential to protect the economy and financial system.

Keep Predators Off the Consumer Beat

Better Markets works to ensure that consumer protection laws against unfair, deceptive, and abusive financial practices are strong and enforced, including by the CFPB. Its advocacy supports rules and actions that protect exploited and ripped-off consumers and make sure they get the relief they deserve.

Promote American Values in the Financial System

Promoting an economy and financial system that benefits all Americans also directly challenges the systemic inequalities embedded in the financial system that harms low- and moderate-income and underrepresented communities. It focuses on increasing economic opportunity and reducing structural barriers for all Americans. A strong, growing economy and reducing wealth extraction will create broad-based wealth for all Americans.

IMPACT SUMMARY

Making the financial system work for Main Street, not just Wall Street.

Ensuring the Economy Works for Everyone: Since its founding in 2010, Better Markets has worked to ensure that the financial system supports the real, productive economy that creates jobs, economic growth, rising living standards, and broad-based wealth, rather than engaging in high-risk, often antisocial but high-margin activities that generate the biggest bonuses for Wall Street. Every activity—from rulemaking and testimony to litigation and policy actions—is targeted to achieve such an economy, which also reduces the risk of financial crashes, industry bailouts, and economic calamity on Main Street.

Reducing Wealth Extraction: Whether it's through junk fees, overdraft fees, predatory interest rates, tricks and traps in fine print, nondisclosure of key terms, violation of lending laws, discrimination, illegal auto repossession, or other nefarious activities, the financial industry too often engages in wealth extraction from the 90% to benefit the top 10%. In addition to being wrong and illegal, these activities perpetuate income and wealth gaps, un- and under-banking, and prevent too many Americans from getting on the first rungs of the ladder of economic progress. Better Markets has successfully combated wealth extraction activities at every agency.

Putting Democracy Into Action: The American people's interests deserve a seat at the table in Washington when decisions are being made that impact their lives and livelihoods, but that is usually not the case. Better Markets brings their voices and interests to all the power centers, often as the only non-industry participant in policymaking. In fact, in about 70% of the rulemakings that is the case, and it's more than 90% in the rulemakings that are complex, even though the decisions being made seriously impact the pocketbooks and wallets of hardworking Main Street Americans.

Engaging the Public: The financial industry dominates the media as much as it does Washington itself. Better Markets is a counterweight to the industry in bringing a public-interest perspective and balance to the reporting, presentation, and discussion of the key issues. It engages with policymakers, the media, and the public through the publication of accessible reports, participation in congressional testimonies, and extensive media outreach. These efforts have raised awareness about the key economic and financial issues and risks, as well as the necessity for reforms. This informed, balanced public discourse is critical to getting an economy and financial system that works for most Americans.

Demanding Accountability & Oversight: Better Markets has consistently monitored financial industry behavior and regulatory actions, challenging deregulatory measures, exposing corporate misconduct, and advocating for robust enforcement, including meaningful punishment for executives when they break the law. Better Markets' actions have been very high profile, challenging the key power centers, and have been pivotal in pushing for strong actions taken against wrongdoers and financial misconduct that rip off Americans and create systemic risks.

THE OPPORTUNITY

Better Markets seeks a **President and Chief Executive Officer (President & CEO)** to provide visionary leadership, strategic direction, and management for the organization. The ideal candidate will have a thorough understanding of economic and financial policy and regulation across Washington, broad, deep, and successful experience managing people, exceptional leadership abilities and communication skills, and a proven track record of driving organizational success.

The President & CEO will be responsible for the strategic, operational, financial, and programmatic direction of Better Markets. Reporting directly to the Board of Directors, the President & CEO will lead the organization's policy program areas, manage a team of dedicated mission-driven professionals, and serve as the primary external representative of the organization. The responsibilities will encompass a wide range of strategic, managerial, and operational tasks, with a focus on achieving its mission of promoting economic security, opportunity, and prosperity for all Americans, particularly those who are too often left out of the policymaking process.

RESPONSIBILITIES:

Strategic Leadership and Organizational Direction:

- Develop and execute a strategic vision for Better Markets that advances the organization's mission and positions it for long-term impact.
- Work closely with the Board of Directors to develop and implement strategic plans that align with the organization's mission and goals.
- Identify opportunities for growth and expansion within the policy program areas.
- Monitor key performance indicators and adjust strategies as needed to drive results.

Financial Oversight:

- Oversee and steward the financial condition and strength of the organization, including budgeting, financial planning, and reporting to the Board.
- Ensure sound fiscal management and compliance with all applicable legal and regulatory requirements.

Policy Program Oversight:

- Lead and oversee the development and implementation of strategic initiatives within the policy program areas.
- Stay abreast of legislative, regulatory, judicial, and political developments related to economic and financial policy.
- Collaborate with internal teams to identify emerging policy issues and opportunities for advocacy.

THE OPPORTUNITY - CONTINUED

Team Management:

- ❖ Directly manage a team of senior policy directors and staff, providing guidance, support, and mentorship.
- ❖ Set clear performance objectives and provide regular feedback to ensure the team's success.
- ❖ Foster a culture of collaboration, collegiality, creativity, innovation, and continuous improvement within the organization.

Donor Engagement and Fundraising:

- ❖ Cultivate and maintain relationships with existing donors, including regular communication and updates on organizational activities.
- ❖ Oversee the Development Director to identify prospective donors and strategize on donor engagement initiatives.
- ❖ Oversee the planning and execution of donor events, meetings, and outreach activities to demonstrate impact, enhance engagement, and foster philanthropic connections.
- ❖ Ensure alignment and integration of donor engagement efforts with organizational goals, initiatives, and activities.

Stakeholder Engagement:

- ❖ Build and maintain strong relationships with external stakeholders, including elected and unelected policymakers, regulators, industry leaders, media, and partner organizations.
- ❖ Represent the organization at meetings, conferences, and other events to promote its mission and initiatives.
- ❖ Advocate for its policy priorities through effective communication and collaboration with key stakeholders.

Media Relations and Spokesperson Role:

- ❖ Oversee the communications team on media outreach, strategic positioning, media relations, and consistent messaging across all channels.
- ❖ Facilitate compelling messaging in all appropriate formats to effectively communicate the organization's positions on economic and financial policy and regulatory issues.

BETTER MARKETS

THE CANDIDATE

QUALIFICATIONS

- An advanced degree in law, economics, finance, or a related field is highly desirable.
- Must have at least fifteen years of experience in law, economics, finance, public service, or a related field with at least seven years in a senior management or executive leadership role; experience in the public and/or nonprofit sectors is required.
- A minimum of 10 years of experience with, and a deep understanding of, economics, finance, financial markets, regulatory frameworks, and policy development processes is required.
- Must have some established relationships with economic, financial, and advocacy policymakers, like regulators, congressional staff, and Executive Branch/White House personnel.
- Desirable to have key media contacts and prior experience as an organizational spokesperson with a significant media presence.
- Possess personal qualities of integrity, credibility, and commitment to the mission and values of Better Markets.
- Be focused and goal-oriented, but flexible and able to multitask while working on many issues at once in a fast-paced environment.
- Be a demonstrated collaborative team leader while being resourceful and creative in setting priorities and achieving goals.
- A proven track record of leadership and management, including experience supervising teams and overseeing multiple, simultaneous, complex projects is a plus.
- Have excellent communication skills, with the ability to effectively engage and influence a diverse range of stakeholders.
- Have strong analytical and problem-solving abilities, with a strategic mindset and attention to detail.

Applications should be submitted online:
https://driwaterstonehc.com/position/ceo-better-markets/

Compensation:
The salary is $425,000 and is dependent upon qualifications and experience. Better Markets offers an excellent benefits package including no-monthly-contribution health insurance (dental and vision included), short- and long-term disability, a 401(k) plan with a 5% annual employer contribution, tax-deferred flexible spending accounts, vacation and sick leave, family leave, a monthly home office allowance, and commuter benefits.

Location:
Better Markets' office is located in downtown Washington, DC, conveniently close to the Blue, Silver, and Orange line stations at Foggy Bottom and Farragut North. This position is hybrid, offering both in-office and work-from-home opportunities, but this position requires the successful candidate to be based in D.C.

Equal Opportunity Employer:
Better Markets is an Equal Opportunity employer. Personnel are chosen based on ability and qualifications without regard to race, color, religion, sex, national origin, disability, marital status, or sexual orientation, in accordance with federal and state law.

About DR*i*Waterstone:
DRiWaterstone is a boutique executive search firm recognized by Forbes magazine as one of the leading executive recruiting firms in the U.S. With a focus on purpose and mission-driven organizations, we provide executive search and strategic consulting services to help regional, national, and international clients grow, thrive, and excel.