



Prudential- Head of Government Relations and Policy, India

Location: Delhi or Mumbai

Background:

Prudential's first international branch opened in Kolkata, August of 1923, and from there the company expanded across Asia-Pacific.

In 1998 Prudential returned to India through a separate joint venture with ICICI Bank, establishing the Prudential ICICI Asset Management Company Limited. In 2022 Prudential increased its India presence with the establishment of PRU India Health, focused on making health and wellness more affordable and accessible to consumers.

It is fitting that Prudential continues to have a strong presence in India, where the company's international story began 101 years ago.

Please find out more about Prudential at <https://www.prudentialplc.com/en/about-us/our-company>

About the role:

In order to strengthen Prudential India's growth momentum, the company is now looking to bring on board a Head of Government Relations and Policy for India. The incumbent will be involved in liaising with national and state government bodies, relevant industry associations, regulatory/statutory authorities and policy makers to address and resolve issues to achieve desired commercial outcomes for Prudential in India and South Asia.

The role is not that of a lobbyist, but rather a trustworthy point of contact, through which regulatory and policy issues can be channelled and properly disseminated for clarity and resolution.

Reporting to the Group Chief Government Relations & Policy Officer, based in Singapore, this role will act as a strategic advisor to Prudential management, representing them in public fora, consultatively with relevant regulatory bodies, drafting impactful position papers to create a robust Government Relations strategy.

He/She will work as a senior level autonomous contributor, shaping and developing internal relationships along with the aforementioned public sector entities and agencies.



This is a new and visible position within Prudential India. It is not a management role in the traditional sense of the word but rather a senior internal expert role. It will thus require department and thought, working across the corporate business units to shape policy initiatives.

Responsibilities:

- Prioritise and address Prudential's regulatory issues, assessing short-term, medium-term and long-term policy risks and opportunities, partnering with colleagues to create clear policy objectives, measurements and outcomes.
- Engage with external parties to shape business goals, including attaining of licences; expansion into new areas or markets; identifying key governmental stakeholders relevant to Prudential's India operations; developing new stratagem for management to interact with identifiable stakeholders.
- Monitor, track and report policy and regulatory developments, potentially impacting the India operation; analyse positive or negative impacts and provide recommendation of actions, ensuring the business is positioned to leverage opportunities and conversely, protect the company's interest from any undue risk.
- Provide clear, concise, and commercially sound counsel on government policy issues related to the regulation of Prudential's business and its commercial partners.
- Draft and submit briefing documents and related policy position papers and other relevant content for distribution (responses to public consultations); actively engage with government, regulators and industry bodies to build more effective advocacy.
- Coordinate Prudential outreach as day-to-day point person for Government Relations and Policy.
- Grow Prudential's reputation with excellent tactical and strategic thought, through knowledgeable and diplomatic communication and public engagement.



Requirements:

- The successful candidate will have at least ten years of government affairs experience in India, as well as commercial work exposure, preferably in a matrix-styled organisation.
- A background in financial services, insurance, legal, consulting, healthcare or other relevant fields is expected.
- A proven understanding of how Government Relations positively impacts business growth.
- An appreciation of technology, its applications and uses are helpful, along with an understanding of trends shaping policies and regulations in the financial services and insurance fields in India.
- A combination of public and private sector work experience is of interest.
- Experienced in building and managing trustworthy relationships with key government officials and regulators in India.
- Possessing the requisite maturity and stature to engage with senior level professionals, internally and externally.
- High integrity, visible capabilities to manage diverse relationships; a well-respected industry network is expected.
- Outstanding English fluency is mandatory, which will be apparent through written and verbal excellence.
- A learner, willing to explore a wide range of subjects, including financial and insurance regulations, technology regulation, trade policy, macroeconomics, evolving geopolitics and trade policy issues and regulations.
- A motivated self-starter, creative and sound judgement, unimpeachable integrity, professionalism and high positivity.
- An undergraduate degree in international business, economics, or a relevant field is mandatory; an advanced degree in public policy, law, international relations or other relevant studies is of interest.



Personal Characteristics:

- The chosen candidate should be well-read, curious and open minded. He or she should be self-aware, able to apply social perceptiveness when guiding, facilitating or instructing others to achieve agreeable outcomes.
- A high level of corporate professionalism, gravitas; confident with political agility and antennae; able to analyse, negotiate and influence appropriately.
- Positive, highly energetic, diplomatic, tenacious, with sound judgment, EQ and the patience to not merely listen, but hear. He or she must be able to work autonomously and collaboratively, balance competing tasks and agendas properly, as well as understand how to bring clarity to ambiguous regulatory or political situations, acting decisively, maturely and mindfully.
- Exemplary networking and influencing skills, able to partner effectively and form sturdy relationships across Prudential's business units.
- Strong entrepreneurial skills, someone interested in growing a practice rather than inheriting an existing one.
- It is expected that the chosen candidate will have the aptitude to think and act sensibly, execute broad strategies while keeping an eye firmly on the details and embody an uncompromising, unequivocal commitment to ethical business practices at all times.



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