

## GLOBAL MARKETS SENIOR DEALER JOB SPECIFICATION

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Designation/ Position	Job specifications	Competence requirements	Qualification And Experience Requirements
<b>Global Markets Senior Dealer</b>	<p>The Global Markets Senior Dealer role reports to the Head of Global Markets. He/She will be responsible to provide Bank's Treasury products and services to existing clients and to grow the bank's share of Forex business through marketing and client acquisitions.</p> <p>This role will be responsible for revenue generation, client retention and portfolio expansion through new clients and new products. He/She will be in charge of below main activities :</p> <ul style="list-style-type: none"> <li>• Implementation and execution of the laid down sales strategy that is coherent with the overall bank strategy within the approved risk appetite and portfolio standards.</li> <li>• Gather information and prepare multi-currency market report and propose an appropriate currency and interest rates for the Bank;</li> <li>• Provide input into the monthly, quarterly and annual Treasury business plan;</li> <li>• Deal in interbank foreign exchange market, money markets and investment in Government securities as per internal guidelines set in asset and liability Management (ALM) policy;</li> <li>• Proactively manage FX, liquidity and market risks for the Bank.</li> <li>• Structure bank derivative products for risk control, mitigation and management;</li> </ul>	<ul style="list-style-type: none"> <li>• Personable and confident with the ability to converse professionally with clients</li> <li>• Ability to market and establish lasting client relationships</li> <li>• Positive attitude and work ethic</li> <li>• Ability to work independently and in a team environment</li> <li>• Possess resiliency to work in a challenging and changing, high-volume, fast paced environment</li> <li>• Ability to think globally, creatively, and to be innovative</li> <li>• Maintain a sense of urgency and ability to execute quickly and efficiently</li> <li>• Excellent understanding of Financial Markets and other bank products.</li> <li>• Be able to know and monitor the key economic indicators that will impact business and be in a position to explain that to customers.</li> <li>• Ability to determine appropriate product/pricing strategies.</li> <li>• Good judgement is required when dealing with clients in giving advice on market trends</li> <li>• Good knowledge of operational and system user requirements for financial products</li> </ul>	<ul style="list-style-type: none"> <li>• University degree</li> <li>• ACI Dealing Certificate</li> <li>• 5 years' experience in Banking or related financial institution with at least 3 being in a sales or sales support role.</li> <li>• A sound background and knowledge of banking with particular emphasis on Foreign exchange products and money market products.</li> <li>• Relevant professional qualification in banking, finance or marketing</li> </ul>

	<ul style="list-style-type: none"><li>• Propose, negotiate and regularly advise on the Funds Transfer Pricing Policy for the Bank, in a consistent manner and in compliance with Bank's policies, taking into account local market dynamics.</li><li>• Ensure revenue growth for the bank through cross selling of other bank products to existing and new Treasury clients</li><li>• Grow the bank's treasury FX portfolio by ensuring client retention and acquisition of new clientele.</li><li>• Engage with all audit report findings, relevant to the Global markets Sales business and ensure feedback is acted upon.</li><li>• Manage daily liquidity ensuring adherence to all internal and external limits. Prepare daily and weekly management reports on liquidity and exchange rate outlook.</li><li>• Management of the overall balance sheet (Assets &amp; Liabilities) of the bank to explore any investment opportunities and hedge any balance sheet risks.</li><li>• Develop a thorough appreciation for each allocated customers' business under the assigned portfolios, and understanding of their potential needs for Treasury products, through regular liaison with the principal RM for each</li></ul>		
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