



Job Title:	Team Lead Treasury Sales	Job Reference indicator:	
Organization Function:	Treasury	Job grade:	
Organizational Level:		Location:	Head Office
<p>Reporting Relationships Functionally reports into: Head Treasury Administratively reports to: Head Treasury</p>			
<p>Job objective(s) Monitor sales and trading activities to ensure profit generation and manage the bank's FX position at all times.</p>			
<p>Duties & Responsibilities</p> <ul style="list-style-type: none"> • Ensure all trading activities are done in line with laid down policies to ensure income generation at all times • Advise cross rates for bank wide usage in country office • Monitor global currency markets for rates movements and apply to local environment • Ensure all trading activities are done within approved limits • Deepen the bank's interbank trading and explore other profitable trading opportunities • Generate daily report on the International FX market and • Conduct regular analysis on current trends in the markets for management review • Responsible for trading in Treasury Bills for increased yields • Assist in development of new product and implementation of selected product • Deepen the bank's interbank trading on tenured securities for visibility and profitability • Ensure adherence to stipulated limits/approvals for new business/counter-party limits • Cross-selling Treasury products to existing customers • Generate mandates and selling down lines created by funds management • Ensure of utilization of Treasury products to increase business volume 			
<p>Key Performance Indicators</p> <ul style="list-style-type: none"> • Income from Trading • Business Volume on trading • Accuracy of deal execution • Customer satisfaction levels • % Market share • Level of adherence to regulatory compliance • Level of adherence to Internal Limits • Margins on Trading 			



<p>Minimum Education Qualifications</p> <ul style="list-style-type: none"> • A good first degree in any business related discipline. • Masters degree in Finance and other business-related disciplines • Professional treasury qualification will be an added advantage 			
<p>Previous Work Experience Requirement</p> <ul style="list-style-type: none"> • Minimum of 3 years' experience in a bank's Treasury. • Experience in FCY Trading. 			
<p>Key Competency List</p> <table border="1"> <tr> <td style="vertical-align: top;"> <p>Knowledge</p> <ul style="list-style-type: none"> • Good knowledge and understanding of the international foreign exchange market • Good understanding of technical and fundamental market factors • Treasury Knowledge • Trading Knowledge • Global financial trends </td> <td style="vertical-align: top;"> <p>Skill/Competencies</p> <ul style="list-style-type: none"> • Strong trading skills • Good Customer Service • Relationship Management • Strong negotiation skills • Oral & Written communication • Team building • Coaching • Leadership Traits • Organization and coordination skills </td> </tr> </table>		<p>Knowledge</p> <ul style="list-style-type: none"> • Good knowledge and understanding of the international foreign exchange market • Good understanding of technical and fundamental market factors • Treasury Knowledge • Trading Knowledge • Global financial trends 	<p>Skill/Competencies</p> <ul style="list-style-type: none"> • Strong trading skills • Good Customer Service • Relationship Management • Strong negotiation skills • Oral & Written communication • Team building • Coaching • Leadership Traits • Organization and coordination skills
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I _____ have read and understood my job descriptions, and I hereby promise to deliver accordingly.

Name

Signature

Date

Approved by:

Name

Signature

Date