



JOB TITLE: Markets Sales Dealer

Job Summary

To implement the Markets Sales business strategy according to the Head of Markets Sales and the Markets Sales Strategy and Policies & Procedures, and in line with Group Values.

Job Description

Accountability: Markets Sales Dealing. Time split : 80%

- Lead on development of New Products, under the guidance of the Head of Markets Sales, actively participating in the implementation of the Markets Sales Strategy in line with Markets Sales country sales requirements.
- Working closely with the Head of Markets sales to implement Fixed Income sales business for NBFIs, which includes:
 - On-boarding relevant clients
 - Working with the head of regional FI sales to close deals
- Working closely with the Head of treasury sales to implement the Risk Management Products (RMP's) roll out in country, which includes:
 - Assisting the NPA champion in ensuring that NPA approvals are obtained for markets product
 - Looking for opportunities to present RMP's to clients and Closing RMP deals
- Ensure that all branch FX transactions are advised and covered through the FX trading desk for efficient management of FX position
- Acting as the primary point of contact for both internal (Corporate & Retail) and external Markets Sales clients, ensuring regular face-to-face engagement with the Corporate team to promote teamwork
- Manage one's Direct Dealing Mandate (DDM) client portfolio, to include:
 - Daily contact with DDM clients
 - Regular face-to-face interaction with DDM clients
 - Regular contact with principle Relationship Manager
- Managing one's allocated client portfolio and support the team in the management of the other client portfolios where needed

- Under the direction of the Head of Markets Sales achieving a leading position in the chosen products, markets and segments by:
 - Spending at least 50% of one's time meeting with existing and identified new clients
 - Giving superior customer service
 - Presenting the full NBC product set to clients whilst managing the product portfolio to suit client needs
 - Expanding the customer base to financial institutions and investors as is appropriate
 - Engaging with and delivering on Business Banking initiatives to grow the client base and the product distribution
 - Undertaking customer visits and joint customer visits with Corporate
- Managing one's client portfolio to generate strong growth and sustainable returns over the business cycle with special focus on Customer Service and Financial Performance
- Assisting the Head of Markets Sales in achieving strategic and tactical objectives

Accountability: Reporting : Time split : 5%

- Providing weekly reporting on client growth, volume and profitability in one's own portfolio
- Providing detailed Management Information to the Head of Markets Sales on the composition, performance and profitability of the client portfolios on a monthly basis
- Assisting the Head of Markets Sales with any ad-hoc reporting requests

Accountability: Risk management. Time split : 10%

- Maintaining a strong compliance culture
- Adhering to all the policies and procedures of the bank
- Ensuring that all deals are dealt within dealer limits (market risk limits, counterparty limits, dealer's mandate)
- Ensuring high quality of service to all clients (reputational risk)

Accountability: Personal Development. Time split: 5%

- Actively managing one's own technical and soft skills development in conjunction with the Head of Markets Sales
- Researching, identifying and proposing training solutions for own development to the Head of Markets Sales

Qualifications

Bachelors Degree and Professional Qualifications - Business, Commerce and Management Studies, Commercial mindset - Junior (Meets all of the requirements), Customer Excellence - Service Delivery (Meets all of the requirements), Digital familiarity (Meets all of the requirements), Effective communication - Basic (Meets all of the requirements), Experience in a similar environment at junior specialist level, Openness to change (Meets some of the requirements and would need further development), Product and/or Service Knowledge (Meets all of the requirements), Sales Management (Meets all of the requirements)

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