



WE ARE

HIRING

# FX and FI Trader

REPORTING TO:

Head of Treasury & Global Markets

DEPARTMENT:

Treasury and Global Markets

GRADE:

Manager

REGION: Dar es Salaam

HOURS OF WORK

8am - 5pm Monday to Friday.  
Additional hours as required by workload.



Call 0800 780 111 or visit [www.eximbank.co.tz](http://www.eximbank.co.tz)



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## 1 PURPOSE OF JOB

- To assist the Head of Treasury in implementing the Treasury Trading Agenda
- To manage the Trading Team; optimal liquidity management, develop, agree, and implement Trading Strategy (FX Spot, Derivatives and Prop), ensuring optimum trading profits at acceptable risk and where appropriate influence the development of the market
- To lead the Trading Team (FX&FI), coach Dealers under his jurisdiction and develop them to ensure growth to full potential.
- To manage interbank Trading gains as per agreed targets

## 2 KEY RESPONSIBILITIES/PRINCIPAL ACCOUNTABILITIES

1. Managing the Trading Team and Strategy
2. Develop and agree objectives in terms of trading style and revenue targets in conjunction with the Head of Treasury. Monitor and review performance in terms of risk appetite displayed and achievement against targets
3. Manage the market risks through recommending trading limits for assistant dealer, monitoring performance and positions against these limits
4. Stimulate the flow of market views and information within the Treasury, and within the wider Exim network, contributing market information derived from own competitor and counterparty contacts. Manage a personal trading position to maintain personal contact with the markets and direct knowledge of the trading environment
5. Establish and maintain contacts with current and target Interbank customers, regulatory authorities, and Exim Product partners, to:
  - Gain an insight into future plans and needs for Treasury products and services
  - Capitalize on opportunities to hedge bank products through interbank
  - Receive feedback on current Treasury product and service quality
6. Develop a professional, proactive, and performance-driven culture within the Dealing Room (Trading Team), through motivating staff by communication and involvement, objective-setting and appraisal, training and development, and recognition to enable delivery of high-quality customer service
7. Plan ahead for succession and continuity of skills within the team, developing people with the objective of meeting future, as well as present needs (training and coaching)
8. Contribute to the development of Treasury products, both in the interbank and commercial markets, to meet current and future customer requirements and the Bank's funding needs
9. Establish and maintain a network for co-operation with other Exim core businesses to support the creation of solutions to customer needs
10. Liaise with the facilitating and support areas in Exim (IT, Operations, Finance, Risk etc) to achieve mutual understanding, and alignment between the Treasury business and the control processes and support service availability
11. Implementation of ALCO policies and strategies and monitoring and reporting on their performance



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### EXPERIENCE/KNOWLEDGE

- Bachelor's degree in business studies/economics/accounting or any other related
- Leadership acumen
- An excellent working knowledge of domestic and foreign exchange markets
- A good knowledge and understanding of commercial banking and foreign exchange regulations
- An understanding of macroeconomics and current economic trends
- At least five years' experience in Trading both FX and FI

**Kindly use the provided link  
to submit your application.**

NB: Only shortlisted candidates will be contacted

Application deadline: **19th April 2024**



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