

# Exciting Career Opportunities

<b>Designation:</b>	Senior Sales Dealer
<b>Reporting Line:</b>	Head of Sales
<b>Business Unit:</b>	Global Markets and Treasury
<b>Location:</b>	Lusaka
<p><b>Job Purpose</b> To interface with the bank's clients and branches as the face of Global Markets and Treasury (GMT) to facilitate vanilla and bespoke transactions for both retail and commercial clients, as well as provide market information to clients.</p>	
<p><b>Key Outputs &amp; Responsibilities</b></p> <p><b>Strategy Implementation and Alignment</b></p> <ul style="list-style-type: none"> <li>Analyze previous year's performance and provide input into the setting of portfolio revenue and growth targets for the coming year.</li> <li>Understand the value drivers of all GMT products and services and identify profitable commercial opportunities to grow revenue and market share in consultation with the Head of Sales and the Country Head of Global Markets and Treasury.</li> <li>Liaise with Segment Partners to analyze and research client ecosystems to identify opportunities with new and existing customers and develop an integrated strategy.</li> </ul> <p><b>Achievement of Revenue and Profitability Targets</b></p> <ul style="list-style-type: none"> <li>Onboard new clients to ensure portfolio growth.</li> <li>Present to new clients the bank's value proposition and capabilities demonstrating how the desk can add value to their business (either directly or via Account Relationship Managers).</li> <li>Advise internal stakeholders on exchange rates for Forex and interest rates for fixed term deposits.</li> <li>Work closely with Account Relationship Managers in order to increase wallet share.</li> <li>Track and Monitor branch Foreign Exchange activities and performance.</li> <li>Authorize branch transactions above the set limit.</li> <li>Provide hedging and Risk Management Solutions to clients.</li> <li>In depth customer management and product pricing.</li> <li>Extensive customer engagement and alignment to bank objectives.</li> </ul> <p><b>Stakeholder Relationship Management</b></p> <ul style="list-style-type: none"> <li>Build and maintain sound working relationships with all stakeholders, displaying abilities to listen, advise, influence and negotiate at all organisational levels.</li> <li>Act speedily to resolve problems, queries and complaints.</li> <li>Adapt communication styles to meet the needs of different audiences.</li> </ul> <p><b>MI Reporting</b></p> <ul style="list-style-type: none"> <li>Track daily sales activities and communicate these to the Head of Global Markets and Treasury.</li> <li>Customer oriented activities and productivity reports.</li> </ul> <p><b>Governance, Risk and Compliance Management</b></p> <ul style="list-style-type: none"> <li>Comply with Central Bank laws and the bank's internal risk and compliance measures.</li> <li>Adhere to deal limits.</li> <li>Follow-through to ensure deals are approved and payment has gone through.</li> <li>Stay abreast with current and upcoming regulations, market and macroeconomic movements.</li> <li>Ensure all compliance documentation and processes (e.g. KYC) are followed to the letter.</li> <li>Provide support and assistance to internal and external auditors of where required</li> <li>Proactively keep management informed of potential risk.</li> </ul> <p><b>Effective Teamwork, Self-management and Alignment with Atlas Mara Values</b></p> <ul style="list-style-type: none"> <li>Demonstrate pride in Atlas Mara's brand and values.</li> <li>Handle stress in ways that do not negatively impact others.</li> <li>Plan and manage own workflow, anticipating obstacles, juggling priorities and following through on objectives within agreed time-frames and according to quality standards.</li> <li>Act in an ethical and transparent manner, including highlighting unethical practices.</li> <li>Continually debate and share learnings</li> <li>Flag and debate issues constructively</li> <li>Promote a co-operative climate in working with others to achieve collective goals.</li> <li>Display skill at mentoring/coaching others and resolving conflict.</li> </ul> <p><b>Experience &amp; Qualifications</b></p> <ul style="list-style-type: none"> <li>Grade 12 School Certificate with 5 credits including English and Mathematics.</li> <li>Relevant business qualification; and ACI dealing certification <b>A MUST.</b></li> <li>5+ years' experience in Global Markets and Treasury.</li> <li>Sufficient appreciation and knowledge of the financial markets.</li> <li>Relationship building and networking skills.</li> <li>Communication and influencing skills.</li> </ul>	

Interested Applicants who meet the job requirements should e-mail their CV's to [jobs-zm@bancabc.com](mailto:jobs-zm@bancabc.com). Only shortlisted candidates will be contacted. For detailed information on the jobs, visit our website at [www.atlasmarazambia.com](http://www.atlasmarazambia.com). Be sure to include the job applied for in the subject field. **Closing date: Wednesday, 24th August, 2022.**