

## Manager, Treasury & Markets

### Key Responsibilities:

- To market for Treasury sales & trading mainly on FX transaction to all client segments, included but not limited to Preferred client, Corporate Client, Bank & FIs, to maximize Treasury income and achieve its financial target
- To develop and implement Treasury sales & trading strategies by ensuring effective end-to-end client risk management/services within product's approved limits
- Actively monitor markets and provide market color to the team and other stakeholders for client's update and sales opportunities
- Explore area of business collaboration continuously and work independently with other business units and FI team to identify new prospects and client opportunities in order to generate and maximize Treasury revenue and CIMB as a whole
- Jointly visit client along with Sales team/FI/Relationship Manager for Treasury cross-selling opportunities and business relationship
- To provide Treasury sales technique and solutions for daily Treasury sales and trading activities or issues on a timely manner and effectively
- Conduct FX and other Treasury products training or yearly refreshment to Sales team and Relationship Manager to maintain product sales competency
- Provide leadership and guidance to all FX dealers to continuously acquire new Treasury clients/counterparties and expand business volume
- Monitor daily Treasury Sales performance against approved budget by providing action plans and follow-up to FX dealers in collaboration with client's relationship managers to maintain existing business and future growth
- Daily monitor all Treasury positions and ensure a full compliance with its approved risk limits and escalation
- Communicate independently with Group Treasury & Markets and other regional colleagues to replicate best practices and products to meet client's requirement
- Report and present monthly FX sales & trading performance to local management and other committees on weekly, monthly and as when it requires
- Establish, maintain and supervise the framework, SOP and internal P&P to ensure its timely update and daily business functions are fully compliant with
- Ensure compliance with both internal and external regulatory requirements

### Knowledge Skills and Experience:

- At least Bachelor degree in Financial related fields
- 5-year experience in Treasury field or holding outstanding background
- Ability to communicate in English speaking, writing and presentation
- Self-driving and motivation to boost sales & cross-selling
- Great teammate and able to work under pressure or high expectation
- Humble and emotionally disciplined
- Entrepreneurial & focused
- Computer proficiency in Ms. Excel and Power Point

### How to apply:

Please submit your application via email: [careers.kh@cimb.com](mailto:careers.kh@cimb.com)

Or call us at 081 240 333