



**JOB TITLE**  
**DEPARTMENT**  
**LOCATION**

**VICE PRESIDENT | SALES & STRUCTURING, AFRICA**  
**SALES & STRUCTURING**  
**AMSTERDAM, THE NETHERLANDS**

### **COMPANY DESCRIPTION**

TCX investment Management Company B.V. ("TIM"), is the regulated fund manager of The Currency Exchange Fund N.V. ("TCX"). TCX is a regulated "Alternative Investment Fund" that offers hedging solutions in frontier and emerging market currencies where commercial bank alternatives are not available. TCX's mission is to de-risk financing flows from developed countries to developing countries. It achieves this mission, primarily, by providing development finance institutions ("DFIs") and other impact investors with long-term cross-currency swaps to hedge the currency risk that they run when providing financing denominated in frontier and emerging market currencies.

Presently, TCX has a derivatives portfolio of approximately USD 6 billion across 50+ currencies, with the intention to double this in the coming years. The fund's current capital base of USD 1 billion has been provided by a combination of government donors and major DFIs, including FMO, AfDB, KfW, DBSA, EBRD, IFC and EIB. The fund is rated single A by S&P. The principal source of transactions for TCX is the hedging demand of its own shareholders and of the intermediary debt funds that those shareholders invest in. A secondary origination channel is formed by the clients of TCX shareholders and other entities active in emerging and frontier markets. Currently, TCX transacts directly or indirectly with approximately 130 counterparties.

TCX is active across all developing regions globally. However, in line with the development priorities of many of its shareholders, TCX places a strong emphasis on the development of local currency markets in Africa, as is reflected in the fund's 2021– 2025 Africa strategy. To support the implementation of that strategy, TIM is looking to expand its Sales & Structuring team with a FX Sales position for African markets.

### **JOB DESCRIPTION**

As a FX Sales you cover two types of existing and prospective clients:

- International lenders covering emerging and frontier markets, typically multilateral development banks, DFIs and other types of impact investors;
- financial institutions based in Sub-Saharan Africa, including commercial and development banks and non-banking financial institutions such as leasing companies and microfinance institutions.

You work with our clients and internal TIM staff to originate and structure local currency & hedging solutions that meet our clients' requirements. You take responsibility for the acquisition of new business and for the structuring, negotiation and execution of currency derivative transactions, in close partnership with the TIM trading, operations and back-office teams.



### PRIMARY RESPONSIBILITIES

- **Business development.** The FX Sales contributes to maximizing TCX's production and development impact by sourcing and onboarding new counterparties, by originating transaction potential with new and existing counterparties and by developing and executing derivative transactions, all in accordance to TCX's transaction criteria and risk management framework. With the objective of promoting risk- and product-awareness and of realizing deal-flow and production, the FX Sales will conduct various TCX marketing activities and provide trainings and workshops for industry participants on currency risk and currency derivatives and on related topics such as ISDA documentation, derivative valuation and hedge accounting.
- **Relationship management & networking.** Maintain relationships with existing clients and build new relationships by identifying and engaging prospects, whether they are offshore investors or onshore institutions. Support and advise TCX's existing and prospective clients and counterparties.
- **Market and product development.** Monitor external developments in local financial markets and identify opportunities and translate them into new product developments.

### THE IDEAL CANDIDATE COMBINES THESE ATTRIBUTES:

- Minimum of 6-yrs working experience in financial markets and/or development finance.
- experience in hedging currency risk and investing, raising or placing local currency debt in African markets, gained with an African bank, with a buy- or sell-side institution or, as an investment officer, with a DFI or impact investor.
- A solid understanding of derivatives and of financial institutions.
- a strong network in the financial sector in Africa.
- working experience in one or several African countries.
- the ability and willingness to travel regularly to Africa.
- fluency in English, French and/or Portuguese.

Please send CV and motivation letter to:

Name: Mrs. Ilona Eichler, HR

Email: [i.eichler@tcxfund.com](mailto:i.eichler@tcxfund.com)