



JOB TITLE ANALYST OR ASSOCIATE | FX DERIVATIVES SALES & STRUCTURING
DEPARTMENT SALES & STRUCTURING
LOCATION 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 5 billion across 50+ currencies, with the intention to double this in the coming years. The fund's current capital base of ca. USD 1.3 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 an FX Sales position for African markets.

JOB DESCRIPTION

As an FX Derivatives Sales & Structurer you cover two types of (existing and prospective) clients:

- international lenders covering emerging and frontier markets, typically multilateral development banks, DFIs, fund managers and other types of impact investors;
- local borrowers based in emerging markets including financial institutions and development banks.

You work with our clients and internal 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 trading, operations and back-office teams.



PRIMARY RESPONSIBILITIES

- **Business development.** You contribute to maximizing TCX's production and development impact by sourcing and onboarding new counterparties (ISDA/CSA negotiations), by originating transaction potential with new and existing counterparties and by developing and executing derivative transactions, all in accordance to TCX's policies and risk management framework. With the objective of promoting risk- and product-awareness and of realizing deal-flow and production, you will conduct various TCX marketing activities and provide trainings and workshops for industry participants on currency risk and currency derivatives, as well as 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. You support and advise TCX's existing and prospective clients and counterparties.
- **Market and product development.** You monitor external developments in local financial markets, identify opportunities and translate/develop them into new products.

THE IDEAL CANDIDATE COMBINES THESE ATTRIBUTES:

Must have:

- Minimum of 2 to 5 years of working experience in financial markets and/or development finance.
- The ability and willingness to travel regularly which you will do a lot when you get up to speed.
- A decent command of Excel.
- You write well in English.
- You are a team player, self-starter and have the drive to succeed.

Nice to have:

- Experience in fixed income or emerging markets.
- An understanding of derivatives securities.
- Fluency in other languages (next to English) is a strong plus.

WE OFFER:

- A Competitive package based on education level and working experience.
- 30 vacation days.
- Reimbursement of commuting cost.
- A contribution to the pension scheme.
- Relocation expenses if applicable.



Please send CV and short motivation letter that explains who you are and what you wish to bring to our mission:

Name: Mrs. Ilona Eichler, HR

Email i.eichler@tcxfund.com



This section is kept for ourselves for the personality check.

PROFILE REQUIRED

- This is a multi-faceted role that requires excellent communication both verbal and written as well as strong business acumen to develop new business opportunities and monetize them.
- As a self-starter you need to be able to re-invent your job regularly, operate well on your own, be particularly resilient and persuasive as you cater initiatives and business leads.
- Your eagerness to develop yourself with new competencies, ability to source & bring new opportunities to the table, desire to innovate will make the odds play in your favor.
- Clients trust you as a professional and so do your colleagues which gives you autonomy.
- You are a team player as you understand the power of sharing your energy and inspiring colleagues regardless of seniority.
- You are solution-oriented person as your work steer the business origination capacity of the Fund. You are pro-active and accountable with a personality who sets and meets deadlines.
- The role requires solid organizational skills and the ability to work under pressure as our business can experience peaks of activity that can temporarily increase the workload. In that regard, you are flexible, positive, dynamic, able to prioritize your work and delegate when necessary to achieve your goals.