



TCX INVESTMENT MANAGEMENT

As manager of The Currency Exchange Fund (TCX or the Fund)

Job title:	(Assistant) Vice President Public Sector FX Derivatives Sales & Structuring
Reporting line:	Head Sales & Structuring
Background:	<p>TCX is an impact-focused fund working in the space of development finance. TCX's mission is to protect borrowers in developing countries by taking on currency risk that comes with hard currency financing. The Fund offers financial instruments to hedge currency risk exposure (cross-currency swaps and forwards) when there are no or insufficient commercial alternatives available. Since its inception in 2007, TCX has de-risked over USD 15 billion in development lending.</p> <p>The Fund is going through an exciting expansion phase as the demand for currency risk protection is growing, the investor base is broadening, and innovative activities are developed. The Fund is managed by a relatively small, motivated and international team based in Amsterdam, The Netherlands.</p>
Job description:	<p>As an FX Sales & Structurer, you will engage with two main types of counterparties:</p> <ul style="list-style-type: none">• International Lenders: Including multilateral development banks, Development Finance Institutions (DFIs), and other impact investors targeting emerging and frontier markets.• Local Borrowers: Including financial institutions, corporates, and public entities such as national development banks or Ministries of Finance in emerging markets. <p>Your role involves collaborating with counterparties and internal teams to originate and structure local currency and hedging solutions tailored to our clients' needs. You will be responsible for acquiring new business, structuring, negotiating, and executing currency derivative transactions.</p>



Primary responsibilities:

- **Development:**
 - Maximize TCX’s production and development impact by sourcing and onboarding new counterparties.
 - Originate transaction potential with new and existing counterparties.
 - Develop and execute derivative transactions in accordance with TCX's risk management framework.
 - Promote risk and product awareness, drive deal flow, and production through various marketing activities.
 - Conduct trainings and workshops on currency risk, currency derivatives, ISDA documentation, derivative valuation, and hedge accounting.
- **Relationship Management & Networking:**
 - Maintain and strengthen relationships with existing clients.
 - Build new relationships by identifying and engaging prospects, both offshore investors and onshore institutions.
 - Support and advise TCX's existing and prospective clients and counterparties.
- **Market and Product Development:**
 - Contribute to the development of new instruments to expand the Fund's product offerings.
 - Manage programs in collaboration with donors.

QUALIFICATIONS

Background and experience:

- 6 – 12 years of experience in financial markets or development finance.
- Prior experience in the Sovereign or Public Sector (investment bank, institutional investor, multilateral development bank, rating agency).
- Master’s degree.

Competencies:

- The ideal candidate possesses most of the following competencies:
- Strong understanding of currency derivatives.
 - Proven experience in product development and innovation.
 - Excellent written and verbal communication skills in English.
 - Advanced skills in Excel and PowerPoint.
 - Willingness and ability to travel regularly to the frontier markets.
 - A proven interest and experience in development impact and alignment with TCX’s core principles.
 - Extensive network in Africa, Latin America, or Asia.
 - Ability to manage and prioritize workload under pressure while multitasking on numerous projects.
 - Commitment to and comfort in a collaborative teamwork environment.



Languages:

- Proficiency in English and at least one other language (e.g. Russian, Spanish, Portuguese, or French).

This role offers a dynamic and challenging environment where you can make a significant impact by developing and delivering financial solutions that support economic development in emerging markets. If you are passionate about finance, possess a demonstrable track record in client facing and thrive in a collaborative setting, we invite you to apply.

About TCX

Name:

TCX Investment Management Company B.V. (TIM)

www.tcxfund.com

Description:

TIM is the exclusive investment manager of The Currency Exchange Fund N.V.

TCX is a development finance initiative focusing on the provision of long-term currency risk solutions for emerging and frontier markets. TCX offers hedging instruments to development finance institutions, multilateral development banks and other international investors that provide long-term financing to borrowers in developing countries. TCX was established in 2007 and currently runs a global swaps portfolio of over USD 7 billion (gross notional value), with the ambition to grow significantly over the next 5 years.

TCX operates a sustainable double bottom line, contributing to development impact whilst generating a modest positive return. The Fund has a capital base of around USD 1.5 billion provided by 20+ development finance institutions, microfinance investors and governments. These include IFC, EIB, EBRD, KfW and FMO as well as the governments of the Netherlands, Germany, Switzerland, France and the UK. TCX is also supported by the European Commission.

TIM currently has about 40 employees, including a 4-person Executive Committee (CEO, CIO, COO, CRO). The culture is informal, collaborative, and highly diverse. The team adheres to and is driven by five organizational values: collaboration, respect, drive, care and trust.

We offer a competitive package and a diverse, supportive work environment.

Please send your motivation letter and CV by email, referencing the job title by 30 Nov 2024, to:

Ilona Eichler (HR), i.eichler@tcxfund.com.