

FIRSTLINE SECURITIES LIMITED (FSL)

JOB TITLE: TRADER

POSITION SUMMARY: Trades securities such as corporate and sovereign bonds, notes, bills, equities and foreign exchange to investors and other clients.

Key Responsibilities and Accountabilities

- Market, in conjunction with account executives, securities, trade paper, repurchase agreements and foreign currency products with a view to ensuring that all profit and market share targets are achieved.
- Negotiate, establish and price lines of credit and other related services to local and foreign banks, brokers, institutional investors and multilateral agencies to ensure that FSL has adequate facilities to meet its needs and those of its borrowing customers.
- Maintain, develop, and augment business affiliations with local and international traders, institutional and individual client on behalf of FSL through an existing client database, referral leads, sales and trade meetings, and client meetings, thereby enhancing FSL's image and presence in the market.
- Responsible for setting FSL's targets for trading volumes and earnings and achievement of same.
- Develop marketing and business plans for the trading business and implement strategies to achieve these goals.
- Ensure that FSL's trading operates within approved guidelines and that appropriate policies and procedures are set, updated and adhered to.
- Research, analyze and monitor countries, industries and companies with the objective of providing objective, timely and actionable information and recommendations to FSL and its clients.
- Host market update seminars and product presentations.
- Write research and marketing pieces and have same published in the press.
- Keep up to date with competing financial products, issues within the financial sphere and relevant legislation.
- Record all issues in our target market.

Skills and Qualities

- Completes transactions within required service, accuracy and timeliness standards.
- Ability to act rationally and decisively under stressful conditions.
- Excellent oral and written communication skills.
- A confident demeanour in both public arenas and one-to-one situations.
- Intermediate to advanced knowledge of investment products and the local to international financial markets through academic enterprise, prior career work or self-learning.
- Strong networking and interpersonal skills.
- Strong negotiation skills.
- Willingness to learn continuously.
- Integrity.
- Ability to work in a team.
- Efficiency with Microsoft Office and web-based applications.
- An entrepreneurial and dedicated work ethic which is both independently proactive and team-oriented.

Performance Measures

- Level of sales target achievement
- Positive client feedback
- Legal and ethical compliance

Applicants must provide a C.V. and cover letter which combined should present qualifications and experience relevant to the above position.

**Please send applications to dalia.king@firstlinesecurities.com with the header:
Trader Position.**

We will acknowledge receipt of all applications and make contact within five working days.