



OUR CLIENT

Our client is a global investment management and advisory group with a strong focus on the African markets. The group's primary operations are in West Africa with an office in the United States of America. In the Nigerian market, the client recently acquired a capital markets subsidiary of one of the leading financial institutions in Nigeria. The company offers bespoke advisory services, wealth management and fund management services. The client also ranks as a **Top Investment Manager in Nigeria**.

On a strategy side, they have a strong value to business development with a solid understanding of all the; investment requirements, compliance and risk elements in order to achieve success within the general Nigerian Market whilst maintaining a very client centric approach.

BACKGROUND

As part of its expansion strategy, our client has identified the immediate need to recruit a competent and suitably qualified professional to fill the position of a **Fixed Income Trader** for the company. They are looking to strengthen their team by appointing an ambitious and talented fixed income trader. This is a full-time position, which will be based in Lagos but may require little travel. This is a rare opportunity to join a unique platform and small team, offering very attractive long-term career development potential.

ROLE PROFILE

This is an excellent opportunity for a Fixed Income professional to develop specialist knowledge of fixed income instruments and deal with a broad range of markets and clientele. This would be an excellent opportunity for an up and coming 'rising star' with front office experience, looking for a fantastic role within a dynamic investment house.

Department / Business	Securities
Job Title	Fixed Income Trader
Reports to	MD / Head of Securities
Location	Lagos, Nigeria

1. PRIMARY PURPOSE OF THE ROLE

The successful candidate will focus on execution of trades for fixed income securities as well as provide fixed income sales coverage to institutional clients in Nigeria/West Africa (Asset Managers / Institutional Investors / Banks / Other Professional Investors / Buy side). The team's remit is to plan and instruct the implementation of trading and asset allocation decisions and as such applicants must demonstrate a fundamental approach to funds management, focusing on profitability and valuation.

2. PRINCIPAL ACCOUNTABILITIES:

- i. Take orders from clients, select or direct the execution of trading for Eurobonds, FGN Bonds, Treasury Bills, Currencies, Rates, Swaps etc.
- ii. Establishing, maintaining and building strong relationships with new and existing institutional end investors (within / outside Nigeria)
- iii. Trade a wide array of fixed income products such as corporate, money market, repo, agencies, senior or subordinated debts, plain vanilla or structured, government bonds etc



- iv. Improve levels of business passing through desk, improving profitability
- v. Focus on institutional accounts in Anglophone West Africa
- vi. Track and monitor the availability of positions within the marketplace
- vii. Quantify fair market values and identify opportunities based on clients' needs
- viii. Effective use of standard pricing tools for analytics, research and communication
- ix. Maintains a broad knowledge base of the securities industry: regulatory and market events, investment products, operational processes, operational methodologies and technology.
- x. Develops a strong understanding of customer service and provides assistance to investment advisors and retail clients in relation to policies, products, and trading procedures
- xi. Determines optimal order routing venues to ensure best execution
- xii. Follows risk management procedures and has the ability to quickly assess and take action to minimize customer and firm risk
- xiii. Review trades to ensure trade execution quality.
- xiv. Investigates, researches, and corrects issues related to trading and account activity
- xv. Educates clients, and trains registered representatives and their clients by determining their true needs, provide alternative solutions when necessary, and effectively explains the specific details of fixed income product, processes, or services.
- xvi. Assist internal operations departments by providing back-up support, coordinating processors to expedite transfers, settlements, research, and complex problem resolution
- xvii. Establishes and builds partnerships with registered representatives of all distribution groups, clearing firm, and product sponsors
- xviii. Resolves concerns by obtaining details, identifying most efficient method of handling, and evaluating risks to all parties before taking action
- xix. Present trading information, such as product risks, fees, or valuation statistics.

3. SPECIALISED SKILLS/EXPERIENCE:

Experience: Four (4) to Eight (8) years relevant work experience on the fixed income trading desk of a recognised financial institution. Some experience selling fixed income products to institutional clients is desirable but not required.

Education: Excellent Bachelor and/or Masters' degree in accounting, finance or other analytical fields of study related field of study from a reputable university; Qualified ACA / CFA / Partly Qualified CFA with outstanding academic records, with a bias towards quantitative subjects.

Skills / Personal Attributes

- Interest in the global economy, financial markets and investing.
- Excellent leadership and interpersonal skills.
- Ability to handle multiple deliverables concurrently to deliver high quality results in committed timeframes.
- Strong organizational, prioritization and analytical skills.
- Excellent use of trading blotter, Bloomberg, Reuters etc. and strong spreadsheet skills.
- Knowledge of financial and reference data systems as well as other financial applications.
- Excellent business technical skills, including MS Excel, Power Point, Access or other database.
- Solid understanding of financial analysis, corporate valuation and accounting
- Excellent analytical, technical and financial modelling skills



This is an extremely secure position and the company has gone through a huge amount of growth and investment. You will be offered a strong basic salary and compensation package.

To apply, please download and complete an application questionnaire on our website ([link](#)) and include a copy of your updated curriculum vitae as part of your application please mail your updated resume to hello@talentstoneafrica.com. In addition, not later than **25 November 2016**.

Please note that only completed applications with up to date CV and completed application questionnaire will be processed and considered. Only shortlisted candidates will be contacted.