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## **EMPLOYMENT OPPORTUNITY**

The National Bank of Samoa (**nbs**) invites qualified candidates interested in pursuing a career with **nbs** to apply for the following position.

### **MANAGER DEALER FOR FINANCIAL MARKETS**

The Manager Dealer for Financial Markets provides assurances to the Board and the CEO that all international activities are performed in accordance with CBS Policies and regulations, and international best practices as well as **nbs** policies, procedures and legal guidelines.

#### **Key Responsibilities**

In providing financial markets services to all our valued customers and stakeholders, the Manager Dealer will perform the following responsibilities, which include but not limited to:

- provide leadership, customer service management to grow the market share
- Ensure effective and efficient operations of the FM Department to ensure customer satisfaction;
- Develop, document and maintain FM Manuals, Systems, processes with a view to make things easier for staff and customers and add value to the Bank;
- Prepare and complete the required Reports pertaining to international activities, in particular the weekly CCY Report, Department Returns to the CBS, monthly internal reports to Management on international activities etc
- Ensure compliance with CBS legislation and regulations, as well as the Bank's money laundering prevention policy and procedures;
- Assist CEO with new business/marketing opportunities
- Contribute to the preparation of the Bank's Strategic Plan in particular the achievement of set targets for FM.

#### **Core Competencies/Skills and Experience**

##### ***Skills and Abilities***

The Manager Dealer, Financial Markets needs to have expert knowledge of/and experience in management of financial markets and personnel at a higher level. The role requires strong negotiation/consultation and relationship management skills, analytical skills and the ability to lead and manage the FM for **nbs**.

- Customer Focus - Excellent customer service ability and communication skills;
- ability to understand the international business processes, systems and in turn develop a more effective, productive control systems for international activities that would add value to the Bank;
- Critical thinking and problem solving;
- Inter-Personal Skills - Building and managing relationships in collaborative approach;
- Consultative approach;
- Strategic leadership and sound decision-making
- Effective and excellent communication skills;
- Innovative and creative in identifying practical and innovative solutions to identified issues.

##### ***Qualifications***

- Bachelor's degree in Banking/Business Administration or work experience in Banking in the area of international and financial markets.

##### ***Experience***

- At least seven (7) years of direct work experience in international/financial markets and sound knowledge of bank products and services

##### ***Remuneration***

- The position offers an attractive remuneration packages based on qualification and work experience.

**Applications**

Email or send your written application with your most recent Curriculum Vitae including name and details of three (3)

Referees to: *Head of People and Administration*, National Bank of Samoa, P.O. Box 3047L, Apia, Samoa. Email:

[mfaimanu@nbs.ws](mailto:mfaimanu@nbs.ws).

**Applications Close: at 4.00pm, Friday 9<sup>th</sup> October 2020**