National Bank

A Subsidiary of Access Bank Plc

JOB PROFILE

Position Title:	Treasury Sales Dealer
Available position/s:	1
Division:	Treasury Department
Location:	Head Office
Reporting to:	Head FX Sales & Trading

Position Scope:

The job holder will be responsible for driving Foreign currency trading in major currencies, providing competitive quotes to the FX sales team and cover client flows. Further to that, they will be responsible for identifying FX opportunities and generating revenue through Islamic Banking forex deals with Bank clientele, manage foreign exchange margins, and transactional exchange rates applicable in the Bank's delivery channels.

Key Responsibilities:

- Drive Treasury revenue through working closely with the Islamic Banking Division to coordinate Foreign Exchange Solutions.
- Drive and monitor performance of sectors under management within the Retail and Islamic Banking Division.
- Drive Foreign currency trading in major currencies - proprietary trading.
- Build and maintain productive and strategic relations with counter parties, regulators customers, Sales, ALM, Traders and stakeholders to drive the development and delivery of business solutions and revenue growth for the portfolio.
- Ensure Technical analysis for profitable position taking.
- Interpretation of market fundamentals for proper positioning of the Spot, Swaps and Forward books.
- Identify, target and market to new and existing customers with the aim of growing the Bank's portfolio and meeting customers' need.
- Market the various treasury products and provide innovative solutions to existing and potential customers with a view to increase the wallet share (e.g. spot, forwards, swaps)
- Coordinate with other internal departments like Treasury back offices, Market Risk department, reconciliation on Forex issues.

- Actively manage individual call sheets, consistently updating/ reviewing the same regularly with a view to maximize returns and conversion of customers to long term relationships.
- Efficiently and effectively serve clients by prompt pricing, quality input on market trends and regular and proactive contact.
- Relay any important information/news to relevant parties promptly to manage risk and maximize gains.
- Weekly update of current trends in the foreign currency markets to the Branch network.

Skills & Experience:

- Bachelor's Degree preferably in Business or any related degree.
- Master's degree in any field will be an added advantage
- Possession of ACI Dealing Certification
- At least Five (5) years' experience in a busy Dealing room with outstanding performance in Client quoting, Market making and Managing Spot and Swaps.
- Must have experience in using FX trading platforms.
- Thorough understanding of local and global market regulations applicable to foreign exchange.
- Good understanding of various limits that apply to FX Trading and knowledge of risk management and its application to financial markets.
- Should be innovative in identifying develop and harnessing new and existing opportunities for hedging/trading to maximize business revenue.
- Self-motivated with the ability to prioritize, meet deadlines, and manage changing priorities;
- Proven ability to be flexible and work hard, both independently and in a team environment, in a high pressure on-call environment with changing priorities with minimum supervision.
- Willingness to work occasionally outside of normal business hours
- Good communication and interpersonal skills
- Good negotiation skills
- Good planning and organizational skills
- Good analytical and problem-solving skills
- Good report writing and presentation skills
- Technologically savvy and appreciation of current ICT trends
- Good appreciation of Banking Operations, Treasury, Corporate & Retail Banking

How to Apply:

- Send your CV and application letter showing how you meet the role requirement stated above to: ***Recruitment@nationalbank.co.ke*** by **Thursday, 27th August 2026**
- Indicate Name & Job Reference **No. NBK/TRY/01/2026 on email subject.**
- Please note that applications received after the deadline will not be considered.
- Only shortlisted candidates will be contacted for the next stage/s of the process.