

United Arab Emirates Jobs Expertini®

Executive Director- Non-Linear Rates

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Company: First Gulf Bank PJSC

Location: abu dhabi

Category: other-general

First Abu Dhabi Bank is an inclusive environment where each person values the experiences, perspectives, ideas and beliefs of others. We're in a unique position to learn from all our colleagues, combining international experience with deep cultural knowledge and local expertise. At FAB, you'll have the support of your team and a strong relationship with your line manager, who will trust you with responsibility and recognize your good performance. As we embrace different ways of seeing the world, listening to each other and respecting different viewpoints, we grow stronger – together.

Job Description

Purpose:The role seeks an (Executive Director) to work with the Global Markets – Non Linear Trading team. The candidate will be a strong team player, with the ability and drive to collaborate with other members of the Non Linear Trading and GM Sales & Products team to deliver best in class solutions. The incumbent will focus on pricing, executing and hedging solutions to GM's client base globally across Corporates, Financial Institutions, Wealth clients...etc with a strong focus on (Non Linear Rates). It is expected from the incumbent of the role to understand FAB product capabilities as well as the client requirements and provide product expertise and high quality service to the targeted clients. The incumbent will focus on the infrastructure, pricing, risk management and execution of flow and high value strategic transactions, and also help put in place processes to make the Non Linear Trading business more scalable. Finally, the incumbent will also work on developing new products which can be appropriately risk managed and which help FAB clients achieve their objectives.

Key Accountabilities:Pricing of GM products on Murex as required depending on specific client requests, with main focus on IR Options and exotic

rates products including Caps, Floors, European Swaptions, Bermudan Swaptions, Range Accruals, Bermudans. Ensure adherence to all GM requirements across the client which are in-line with FAB's regulatory, compliance and best practice standards; Ensure high quality execution and build/maintain strong relationship with GM Sales, GM Products, Relationship Managers and other enablement partners; Ensure client / internal / monetary impacting issues are escalated appropriately to line manager within suitable time-frame; Daily pricing of approved structured payoffs through various channels Promotes and encourages co-operation within the Global team. Maintaining an open dialogue between desks endorsing a transparent work environment; Anticipates customer needs and responds to requirements in a timely and efficient manner. Shows strength in building positive relationships with existing and new clients; Trading of flow and exotic products to hedge new or existing positions; Actively engage GM sales with trading ideas, relevant market colour and cross selling opportunities; Improve & automate Non Linear Trading processes to make the business more scalable; Demonstrates market awareness in relation to regulatory changes that could impact the business and take necessary steps to ensure compliance with the requirements. #LI-LA1

Qualifications Bachelor's Degree in Finance or related discipline, a Masters Degree is preferred. Minimum of (10)+ years of experience in (Exotics) trading at a leading Tier1 institution; (15)+ years of front office Global Markets experience in Tier 1 institutions; Ability to perform a thorough technical analysis of a structured trade; Strong inter-personal skills with the proven ability to influence outcomes. Ability to self-manage, be flexible as well as function efficiently as part of a team Ability to proactively seek out solutions whilst juggling multiple deadlines/deliverables

Knowledge, Skills & Attributes: Strong technical financial modelling skills and understanding of Global Markets products; Good understanding of all GM products including Equities, Credit, Rates, FX, Repo, Options, Structured Notes, TRS and market standard structured products and solutions. Good understanding and practical experience with pricing models for the above products Builds strong customer relationships and delivers customer-centric solutions; Holds self and others accountable to meet commitments; Applies knowledge of business and the marketplace to advance the organization's goals; Makes good and timely decisions that keep the organization moving forward; Operates effectively, even when things are not certain or the way forward is not clear; Builds partnerships and works collaboratively with others to meet shared objectives; Gains the confidence and trust of others through honesty, integrity, and authenticity; Interprets and applies key financial indicators to make better business

decisions;Maneuvers comfortably through complex policy, process, and people-related organizational dynamics;Consistently achieves results, even under tough circumstances.

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