

## JOB OPPORTUNITY

GENERAL JOB INFORMATION	
Job Title	Treasury Sales Officer
Reports to	Country Treasurer
Location	Juba, South Sudan
Direct Reports	N/A
Number of positions	1
JOB PURPOSE	
<ul style="list-style-type: none"> <li>✓ To achieve product sales target for International Organisation clients, acting as each customer's primary point of contact within Treasury</li> <li>✓ To put a strategy in place for increasing the Bank's share of existing clients business and for enlarging the current portfolio of the identified client segments.</li> <li>✓ To implement the sales process devised to enable the Head of Treasury review periodically the marketing efforts of the team.</li> <li>✓ To increase new products and initiatives in the market place with the objective of improving profitability.</li> <li>✓ To conduct presentations to existing and potential customers in order to increase awareness of the Treasury Products and to build relationships.</li> <li>✓ To market liability products to customers</li> <li>✓ To build and maintain a high level of synergies with metrics partners (relationship managers, other product peers, HR, CFOs, etc. ...).</li> </ul>	
KEY RESPONSIBILITIES AND DUTIES	
<p><b>CUSTOMER MANAGEMENT</b></p> <ul style="list-style-type: none"> <li>✓ To set up a clear and coherent marketing plan</li> <li>✓ To set up an aggressive calling plan across existing &amp; potential clients,</li> <li>✓ To monitor business performance on an ongoing business vis-à-vis budget and take proactive measures to close any gap.</li> <li>✓ To work closely with CB with a view to expanding Treasury franchise</li> <li>✓ To ensure that the clients of the bank are serviced efficiently by quick quotation of rates, quality inputs on the markets and regular contact on telephone etc.</li> <li>✓ To cross sell other Ecobank products to the Treasury customer base.</li> </ul>	



Key Relationships	Contacts	Nature & Purpose
Internal	<ol style="list-style-type: none"> <li>1. Country Treasurer</li> <li>2. FX Dealer &amp; Money Markets</li> <li>3. Operations Manager</li> </ol>	<p>Business Development, personal growth related issues</p> <p>To obtain and provide market information &amp; secure competitive rates</p> <p>Ongoing communication to ensure efficient handling of transactions in revenue recognition etc</p>
External	<ol style="list-style-type: none"> <li>4. Customers</li> <li>5. Ro's</li> <li>6. Central Bank</li> <li>7. IT</li> </ol>	<p>To give information on market development &amp; products &amp; ensure that client satisfaction is optimised.</p> <p>To maintain regular contact with the objective of receiving and providing feedback on clients &amp; Markets. To increase awareness of products and synergies of working together.</p> <p>Monitor Exchange Rate and Monetary Policies of the Government by interacting with officials and keeping update of the various publications</p> <p>To maintain close liaison with the objectives of streaming processes.</p>

#### COMPLIANCE TO BANK'S AND LOCAL REGULATIONS

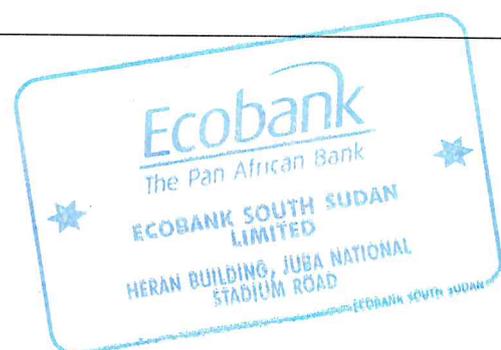
- ✓ To ensure complete adherence to all of ECOBANK's compliance and regulatory requirements.
- ✓ To maintain high standards in terms of compliance and internal process ensuring complete adequacy to Audit requirements.
- ✓ To ensure the business meets its obligation in terms of client appropriateness and suitability of product supply.
- ✓ To maintain good relationship with regulators.
- ✓ To keep abreast of the changes in the business and regulatory environment.

#### COMPLEXITY & JUDGEMENT

- ✓ FX Rate Management in order to secure the optimum spread without loss of business
- ✓ To be able to analyse and interpret market news with a view to providing quality service and inputs to clients and other business units.
- ✓ To be able to analyse market trends and information and take steps to further business growth.
- ✓ To be able to work together with other members of the branch, to ensure delivery of high-quality service to customers.

#### FREEDOM OF DECISION MAKING

- ✓ To quote FX rates within the parameters agreed with the Head of Treasury.
- ✓ To keep the Head of Treasury informed of the latest developments in the market place.
- ✓ To abide by the Rules and Regulations laid down by the Central Bank, ECOBANK's internal controls and Dealer Code of Conduct.



### **PERSONAL ATTRIBUTES REQUIRED**

- ✓ A working knowledge of Treasury products with good appreciation of customer needs.
- ✓ Broad knowledge of banking practices and regulations.
- ✓ Good analytical and decision making skills.
- ✓ Ability to market and establish client relationship.
- ✓ Ability for good interpersonal skills.
- ✓ Ability to work under pressure and meet deadlines

### **JOB PROFILE**

#### **Experience & Qualifications**

- Bachelor's or Master's degree in Finance, Banking, Economics, Business, or related field.
- Minimum 2+ years of experience in treasury, financial markets, corporate banking, or related fields.

#### **Skills, Capabilities & Personal attributes**

- Knowledge of FX, money markets, capital markets, and fixed-income instruments.
- Understanding of local and international FX markets.
- Basic financial modelling skills.
- Familiarity with treasury systems (e.g., Calypso, 360T).

### **APPLICATION PROCESS**

Should you be interested in applying for this position, please apply electronically by submitting your application, Updated CV, Other accompanying academic certificates and South Sudanese nationality by **20<sup>th</sup> April, 2026** at **5:00pm** South Sudan local time via the Ecobank Recruitment Portal to emails; [hrrecruitment@ecobank.com](mailto:hrrecruitment@ecobank.com) and [ALLESS-HR@ecobank.com](mailto:ALLESS-HR@ecobank.com)

#### **IMPORTANT NOTICE:**

- This position is only open to South Sudanese nationals
- Ecobank is an equal opportunity employer
- We thank you for your interest to work for Ecobank Limited, however, note that only shortlisted candidates shall be contacted for interviews.

