



JOB REF NO: CITI-02

JOB TITLE: Liquidity Desk Dealer & Investments Specialist

JOB DESCRIPTION:

- Delivering strategic initiatives for the Asia Investment Desk – primarily integrating Asia into the 3-hub Global Desk Model, including local due diligence with key stakeholders (legal, compliance, risk, technology, product, etc.)
- Establishing Desk disciplines including KPI tracking, rate communications, and the solicitation and communication of market intelligence
- Keeping abreast of market conditions, client appetite and sensitivity
- Identifying new deposit opportunities and engaging in proactive new client outreach
- Balance sheet optimization initiatives according to local and regional capacity needs
- Driving revenue initiatives with a focus on delivery
- Price prospective trades and transact directly with clients on a deal by deal basis
- Execute trades for clients across Corporate, FI and Public Sectors
- Knowledge of desk product set and money market instruments
- Build relationships with related Product, Sales and Coverage groups across TTS, Markets and Banking to source origination opportunities and promote cross selling
- Technology testing for Investment platform builds

Development Value

- Excellent client-facing and strategy experience with senior exposure across Citi businesses
- Ability to gain subject matter expertise in core components of the bank and short-term investment markets
- Potential to drive large revenue opportunities and strategic initiatives for the bank
- Exposure to business, coverage industry segment and region heads
- Opportunity to develop as a subject matter expert for core liquidity, deposits and investments products

Job Qualifications

Knowledge/ Experience

- 1 - 3 years relevant experience
- Prior TTS product management experience a plus
- Knowledge of the LMS business and Asia TTS business
- Knowledge of short term rates and investment markets
- Demonstrated interest in treasury, liquidity management or investments

Skills

- Capacity to proactively anticipate, identify, and resolve problems
- Strategy oriented with ability to multi-task
- Excellent written, communication, and interpersonal skills

Competencies

- Excellent Analytical skills
- Ability to work in teams
- Ability to quickly absorb and critically analyse the inter-relationships between the Cash Management businesses
- Strategy oriented with ability to multi-task
- Excellent written, communication, and interpersonal skills, ability to present internally and externally
- Capacity to proactively anticipate, identify, and resolve problems
- Proactive attitude towards all client relationships

Qualifications

- Bachelor's degree
- Applicable industry qualifications a plus
- Good comprehension of the Asia rates environment and impact to the Financial Services sector and Liquidity business