



**The opportunity:** Are you new in your foreign exchange (FX) career or a recent graduate with a passion for financial markets and strong data analytics skills? Do you possess that rare mix of financial acumen, technical knowledge, and emotional intelligence? Do you love working with clients and colleagues in a fast-paced environment with plenty of room for growth? Looking to work for a fast growing and profitable fintech that is changing the cross-border payments landscape? Look no further.

**We're seeking an Associate *Corporate Hedging Manager*, based in Canada.** In this role you will work with our sales and dealing teams in North America to help our clients grow their businesses internationally with confidence. This includes face to face selling, educating our clients and staff on the benefits of foreign exchange hedging, as well as structuring option strategies for customers. You will also help move the business forward by using your data analytics skills to help our clients gain better understanding of their risk and give the business insights into trends and behaviors in the marketplace. The overarching goal of this role is to drive consistent hedging revenue growth by helping our customers meet their risk management goals.

**Sound interesting? Here are some specifics:**

- Develop and drive Currency Hedging Sales tactics on a daily basis for both existing clients and prospects;
- Structure, price and execute FX option strategies for clients and prospects
- Participate in the development and delivery of Currency Hedging product and sales training to internal and external stakeholders;
- Participate in the development and delivery of Currency Hedging marketing collateral and initiatives;
- Deliver market commentary for both internal and external audiences;
- Build analytical tools to help our clients and the business gain insights into market risks and opportunities

**What you will need to succeed:**

- A passion for financial markets and client service
- A degree in mathematics, finance, computer science or related field with a focus on data analytics
- Expert level MS Office practitioner, particularly Excel
- Prior experience in financial markets an asset, particularly with currency options or other derivatives
- Prior sales experience an asset
- Experience with R and Python as asset
- A motivated individual with a passion for continuous learning

**What will make you stand out:**

- Successfully acquire relationships with financial value to Convera;
- Using Salesforce.com (SFDC), you will focus on fully understanding client requirements, creating and presenting solutions, and working with internal colleagues to create proposals for Boards and / or Parent Company approval. The primary objectives of customer visits are: to a) Understand existing, new and prospect clients' needs, b) present solutions, c) close the business and ensure the client uses our service and d) regular meetings to discuss and review progress, introduce additional products and services and to undertake a general "health-check";

- Trade support/structuring – working with our dealing community to price/structure option trades, manage expiries and other lifecycle events and generate tactical trading ideas;
- Analytics – using advanced programming languages to create tools and analyze public and private data to create insights that help our clients manage their risk better and to help Convera run our business more profitably.
- Administration – Diary managed effectively, allowing time for the other tasks outlined here, as well as the administration within the role

### **What's in it for you?**

- Big opportunities for future career growth
- Competitive global pay, benefits and mobility;
- Unparalleled experience, working for a market leader in FX payment solutions;
- The chance to share your ideas and contribute to the development of our products;
- Diverse, global company with colleagues in over 50 countries.

Hiring Manager:

Brendan McGrath, CFA

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