

**Head: Sales & Coverage**

**Location:** Windhoek, Namibia

**Position:** Head: Sales & Coverage

**Job grade:** D Upper - Patterson Grading

**Purpose of the Position**

The Head: Sales & Coverage will oversee the Forex (FX) Sales Desk and lead the implementation of a robust FX Sales strategy. The role is pivotal in managing client relationships, driving revenue growth through FX transactions, and ensuring alignment with regulatory compliance requirements. The successful candidate will provide strategic direction to the sales team and ensure delivery of innovative foreign exchange solutions that meet client needs in a dynamic economic environment.

**Key Responsibilities:**

- Develop and execute the FX Sales strategy to achieve business targets and grow FX revenues.
- Manage and grow a profitable portfolio of corporate and institutional clients, ensuring exceptional service and client retention.
- Lead and coach the FX Sales team to ensure high performance and synergy with the broader Wholesale and Retail Banking units.
- Monitor market trends and develop risk management products to meet evolving client needs.
- Drive client engagement through daily calls, visits, and tailored presentations on FX markets and their implications for clients' businesses.
- Ensure all deals comply with internal and regulatory limits, governance standards, and are booked in relevant systems promptly.
- Collaborate with FX Trading and ALM desks to ensure liquidity availability for sales activities.
- Prepare timely reports on client interactions, market trends, and revenue performance.

**Qualifications and Experience:**

- Bachelor's degree in Degree in Finance, Business or Economics.
- ACI Dealing Certificate required; a Postgraduate Qualification is an added advantage.
- **A minimum of 5-7 years** of experience in treasury or corporate banking with a strong focus on FX sales and currency trading with 3 year's supervisory experience.
- A valid driver's license.
- Must be Namibian or holder of a permanent residence.

Access Bank Namibia is an Equal Opportunity Employer, offering a competitive salary package. The successful candidate will receive a salary commensurate with their qualifications and experience. If you meet these criteria please submit your application including a cover letter, resume, and certified copies of academic certificates to:

[hrnam@accessbankplc.com](mailto:hrnam@accessbankplc.com) on or before July 23, 2025 at 17:00pm ensuring the position you are applying for is indicated in the subject line.

**Kindly note that only shortlisted candidates will be contacted.**

