



JUNIOR FINANCIAL MARKETS SALES



ING Wholesale Banking Sofia, part of the Dutch based ING Group, one of the World's financial industry leaders has an interesting opportunity available for an ambitious graduate. We are looking for a hands-on, commercially driven person to support the FM sales business in Bulgaria.

Your work environment:

The Financial Markets Sales desk at ING Sofia delivers a broad range of products to ING's corporate and institutional client base not only in Bulgaria but in the rest of the South East European region and Israel. The desk works across asset classes: FX, Credit, Interest Rates, Commodities and Equity. We provide risk management solutions via derivatives and help ING's clients with short-term and long-term financing solutions.


Your key responsibilities:

- Execution and booking of FX, money market and bond transactions
- Pricing and structuring of derivatives and financing transactions
- Maintaining all required Financial Markets client static data in ING's systems
- Actively helping with the onboarding of Financial Markets clients by maintaining their Client Due Diligence (CDD) files
- Assisting senior colleague in the Financial Markets Sales with the preparation of management reports, client presentations and strategy for increase of revenue and new business opportunities
- Acquiring knowledge about all applicable ING policies and regulations and strictly adhering to them
- Knowing ING Sofia organization as well as the global Financial Markets organization
- Maintaining active contacts with other ING Sofia departments – Coverage, Lending, Transactions Service, Back Office, Customer Service.

Requirements:


- Second semester senior or recent AUBG graduate. Preference for a major in Economics, Finance or Business Administration


BULGARIA:


 Association Bank of the Year
 Best Foreign Bank Branch for 2020

GLOBAL:


 Capital
 Best Foreign Bank Branch 2011, 2012 and 2014


 Global Capital
 Most impressive investment bank for financial institutions for 2021


 Environmental Finance
 ING wins Green bond of the Year award 2019





- Fluency in English (verbal and written); another foreign language will be considered an advantage
- Strong interest in financial markets, the global economy, and politics
- High attention to detail and ability to learn quickly
- Ability to take decisions, act quickly and work under pressure
- Happy to work with multiple bank programs (necessary for booking trades, making reports etc.)
- Ready to actively collaborate and listen to others and contribute to their success
- Friendly, dynamic personality who brings change and adapts to change
- Open-minded and ready to learn from own mistakes and mistakes of others
- Excellent client (internal/external) interaction skills
- Proficient in MS Office (PowerPoint, Excel, Word)
- You will be required to obtain Professional MIFID2 certification “Broker of Financial Instruments”, following successful passing of examination in front of the Bulgarian Financial Supervision Commission
- No previous experience is expected or required

How to succeed:

We hire smart people like you for your potential. Our biggest expectation is that you'll stay curious. Keep learning. Take on responsibility. In return, we'll back you to develop into an even more awesome version of yourself. We are looking for a colleague with a talent for taking it on and making it happen, enthusiasm for helping others to be successful and a knack for always being a step ahead. In other words, you strive to bring fresh ideas to life and embrace challenges in a fast changing and complex environment. You are a naturally collaborative person who listens and invests in others to achieve common goals. You love to challenge the status quo and are eager to propose creative solutions to problems.

How to apply:

If you believe you meet the above requirements and feel ready to take the challenge, please send your application to careers.bg@ingbank.com

About us

ING is a global bank with a strong European base. More than 57,000 employees serve around 38.4 million customers, corporate clients and financial institutions in over 40 countries. ING has been present in Bulgaria since 1994 and is focused on servicing Wholesale Banking clients (Corporate clients, Financial Institutions and Sovereigns), providing lending, sustainable





finance, payment & cash management, financial markets services and others.

Only short-listed candidates will be contacted.

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