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## **Lifting Your Career to the Next Level: A Career in Treasury**

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A lot of people aspire to work in a fast moving, global environment. The good news is that this kind of work is very much available across Jersey's financial services industry, and nowhere more so than in the area that deals with worldwide money markets – the Treasury department.

Whilst many local treasury teams work within the parameters set by their parent business, Deutsche Bank's Offshore Treasury desk retains absolute autonomy, whilst at the same time affording a global reach through its Group's Global Markets platforms.

This is great news for those in Jersey looking for a truly international working environment that enables, and demands, high levels of responsibility.

### **Structured Career Path**

Because of its autonomy, staff in Deutsche Bank's Treasury team are expected to take on high levels of responsibility. For this reason, making sure that a structured and appropriate professional development plan is in place for staff is really important.

All staff on Deutsche Bank's Treasury desk, for example, are required to hold the Association Cambiste International (ACI) Dealing Certificate as a minimum entry level. This foundation program allows candidates to acquire a working knowledge of the structure and operation of the major foreign exchange and money markets. This includes galvanising their fundamental mathematics skills used in these markets and making sure they fully understand the core Treasury products.

Many go on from this to take the ACI Diploma to extend their specialist Treasury skills even further. However, another qualification worth exploring for those considering a career in Treasury dealing is the Investment Management Certificate. This is aimed at giving students a greater understanding of the regulatory environment and exposure to a broader range of investment products. Those holding this qualification are also required to undertake a minimum of 35 hours of Continuous Professional Development (CPD) each year to make sure they are up to date with current thinking and latest developments. The Investment Management Certificate can then lead to a further course of study and qualification as a Chartered Financial Analyst.

This structured career path gives confidence to those working in the Deutsche Bank Treasury department, helping them to become specialists in their field and at the same time get the most out of a career at the cutting edge of global financial markets.

### **Learning and Development**

Training and development is, Deutsche Bank believes, crucial to the ongoing achievement of its business goals. For that reason, the Bank aims to ensure that all staff are equipped with the skills and knowledge they need to succeed in a constantly changing business environment and that will help them optimise their contribution to the business' success.

All staff are encouraged to take responsibility for exploiting opportunities for self-development and the Bank makes a point of being supportive of staff, helping them to fully develop their talents and abilities.

As well as providing access to in-house and external training and qualifications, this support can also take the form of sponsorship, financial support, study leave and financial awards for successfully completing relevant qualifications. All of this adds up to a comprehensive learning and development package.

### **Global Team Approach**

Having worked in the treasury business for 30 years, I have personally seen what I would describe as the 'circle of life' – staff that I have worked with from the most junior level have, by committing themselves to a structured programme of professional development,

succeeded in working their way up the ladder, carving out hugely successful careers and taking on senior and varied roles in a Treasury context.

It is immensely satisfying to see their hard work really pay off as they immerse themselves in a role that is exciting, constantly changing and at the centre of the financial services industry around the world.

To be able to do this from Jersey is a really exciting opportunity and the fact that the Deutsche Bank Treasury team in the Island is growing is positive news. Recent recruits to the team include Emily Bougeard, who joined from the Treasury function of the Private Wealth arm of a UK bank, and Marc Jackson, previously in the Bank's Global Technology and Operations division. They both join Darren Langlois, a senior dealer with more than 25 years of experience, and Lisa Barker, who has some 15 years of experience, to create a team that combines expertise with enthusiasm.

It is no coincidence that, as a result of this structured approach to career development and its global team reach, Deutsche Bank Group's Global Markets team is an award winning organisation. Already this year, it has been ranked the world's number one 'Foreign Exchange Dealer' by a Greenwich Associates survey and was selected by Treasury Management International magazine as the 'Best Global Cash Management Provider' for the second year in a row. This is in addition to being named the 'Best Global Foreign Exchange House' and 'Best FX House' regionally in Central and Eastern Europe, Asia and North America by Euromoney last year.

This global reach can also bring some significant benefits for those working in Jersey. This year, for example, one of the team in Jersey, Paul Tanguy, moved to head up the new Treasury desk in Deutsche Bank's Cayman office. Secondments like this are a real possibility and open up the opportunity to work in new locations. Because of Deutsche Bank's global reach, there is always the opportunity to broaden your scope of activities and your skill base.

## **Opportunities**

In an ever changing environment, a career in Treasury can be very exciting. It is an innovative area, one that demands that you work closely with the business to develop new products to meet the needs of clients; that offers the potential to progress quickly, learn new

skills and become a specialist in your area; that encourages you to take advantage of secondment opportunities.

All of this, backed by a global organisation that promotes excellence and a structured career path, is right on your doorstep. It makes for a compelling proposition.

If you are interested in a career in Treasury, please contact Sophie Robb in our recruitment team e-mail [sophie.robb@db.com](mailto:sophie.robb@db.com), or visit our careers portal. [www.db.com/careers](http://www.db.com/careers) under Professionals - UK.

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