



Future Finance Professional 2021

Position descriptions



There is a variety of positions in the *front office*. In the following you can find more information about some of them.

Derivatives Sales covers Nordea's corporate clients in risk advisory and sales of interest rate derivatives. Analyst / FFP tasks:

- The main responsibility is to work in close contact with the bank's Relationship Managers and other internal and external stakeholders to serve Nordea's corporate and municipal clients
- The daily work includes pricing, selling and execution of the derivatives transactions

An ideal candidate for the position, should be an excellent team player with a 'can-deliver' attitude and an analytical mindset.

Scalable Sales & Concepts builds up future scalable, one-to-many multi-channel sales and customer journeys across all product lines by:

- Development to ensure that both corporate and private customers can buy and/or use FX & Derivatives Sales & Research products and services (digitally or by other distribution channels) even when the customers are not in a direct interaction with Markets sales people
- Driving sales and development of standard embedded products such as hedging solutions for households
- Creating tools and data-driven sales solutions for a multi-stakeholder user base

Our team is looking for a team player who is a sales orientated, tech savvy person able to complement our team e.g. by combining data from different sources, producing analysis and developing tools to spot new business opportunities. The following skills are considered as an advantage, although not all is a 'must have': SQL, Excel/VBA, BI tools, Java or similar, software development. It is a plus, if you can start already during the spring 2021.

Research & Risk Solutions is a team of passionate economists, strategists and analysts. We are the preferred speaking partner for hundreds of clients; be it CEOs or central bankers, corporates or institutional investors, citizens or start-ups.

On the Research side, we provide analysis on macroeconomic development and specific markets such as foreign currencies and interest rates. We do this both in Finnish and in English, and the format varies from presentations and written analysis to podcasts and blogs. The FFP will be responsible for tasks like the daily morning report and will thus form the backbone of the monitoring work.

On the Risk Solutions side, we provide financial risk management consulting and analyse our clients' balance sheets and cash flows. Our analysis may relate to a specific event such as a cross-border acquisition or it could be part of our client reviewing their operations and strategy. The FFP will be deeply involved in providing the analysis as well as in the development of our tools.

Our unit is looking for one FFP that could start early on (e.g. January/February) and one more who would start in May.

These skills/experience are seen as an advantage:

- Can-deliver attitude
- Excel/VBA skills and data analysis skills
- Interest in following economic developments around the globe and basic knowledge of economics and/or finance
- Knowledge of financial instruments and financial statements
- Ability to write Finnish fluently

The Institutional Equity Sales desk helps the largest institutional investors in Finland in making and executing investment decisions.

We expect that the successful applicant will have a strong interest in equity markets, feel comfortable working with numbers and be good at working under pressure.

Investments & Securities Advisory is a Nordic spearhead unit providing two service offerings: leading edge securities advisory (brokerage desk for Markets investment products like equities, bonds and structured products) for large private and non-private customers, and holistic investment advice/wealth management for large institutional customers. The investment advice offering includes best in class portfolio analysis, a very wide product range (all Nordea investment products + selected externals) provided by experienced investment advisors. In Finland there are 30 professionals working in Investment & Securities Advisory.

As a member of the team, you will gain understanding of leading investment product advisory and analysis processes and tools, and be part of the growing business.

These skills/experience are seen as advantage:

- Keen interest in investing, understanding of different types of investment processes

There are also several positions in the *middle office*. Here you will find descriptions of some of them.

Fixed Income & Credit Valuation FFP tasks:

- Perform daily Independent Price Verification (IPV) tasks
- Further automate daily and monthly reporting
- Market data management and configuration
- Develop fair value adjustment methodologies

Skill/experience are seen as advantage:

- Technical skills primarily in Python but also Excel/VBA and SQL
- Data management & reporting experience
- Knowledge of financial instruments
- Good communication skills

Credit Risk Control (MTFC) FFP tasks:

- Perform recurring reporting and make automated solutions
- Controls related to data quality and other daily controls
- Work with counterparty credit risk process enhancement related activities
- Work with Master agreement process

Skills/experience are seen as advantage:

- Technical skills in SQL, Excel/VBA, Python, BI tools
- Data management & reporting experience
- Some working experience from eg risk control, back office or similar
- Knowledge of financial instruments

Processes & Implementation is a Global Financial Risk and Information Control team that develops reporting and control solutions for P&L and Balance Sheet Control unit and GFRIC.

The team works across the organisation and drives the design, development and implementation of various reporting solutions and related controls. A wide range of technologies, databases and tools are used to develop and implement the solutions.

Skills/capabilities are seen as advantage:

- Technical skills in e.g. SQL, Excel/VBA, BI tools or Python
- Capability to communicate complex issues with our stakeholders
- International exposure through e.g. studies abroad or similar
- Knowledge of financial instruments

Excess and Violations Control (MTFC), FFP tasks:

- Limit overdraft investigations
- Support to front office teams and customer responsible units
- Daily controls

Skills/experience are seen as advantage:

- Some working experience from e.g. risk control, back office or similar
- Knowledge of financial instruments
- Technical skills in SQL, Excel/VBA
- Data management experience

Risk Tools & Analytics, FFP tasks:

- Develop analytics to explain risk and profitability for our front office
- Design and implement relevant break-downs using Nordea's internal risk models (Market and Counterparty Risk)
- Make numbers available in interesting and intuitive ways with various dashboards
- Develop automated controls to ensure correctness and relevance of our reporting

Skills/experience are seen as advantage:

- Technical skills in Python and SQL
- Ideally prior exposure to BI development (Qlik, PowerBI or equivalent)
- Interest in the risk domain and data
- Knowledge of financial instruments
- Good communication skills in English

**You can find more information
about our Future Finance
Professional programme
at nordeamarkets.com/FFP**

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it's like to work as a
Future Finance Professional?
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