

## Treasury Credit – Credit Associate

The Treasury Credit area is responsible for the implementation of and compliance with credit policies established by the Bank for the management of derivative credit exposures.

We support treasury business initiatives, identifying the need for, and drafting proposals for new credit policies or amendments to existing credit policies to enable new business or to accommodate evolving business needs, while ensuring appropriate capture and control of the risk.

Our team of account managers originates counterparty relationships. This includes evaluation of a counterparty as to creditworthiness, negotiating appropriate terms and conditions of the credit relationship and obtaining credit approval for the relationship. Each account manager owns the ongoing responsibility for the quality and control of a portfolio of relationships originated by our office.

Within our Treasury Credit Control area we are responsible for key counterparty risk mitigation processes such as daily collateralization of derivatives and foreign exchange transactions, as well as other treasury products and services making use of collateral: prime brokerage, securities borrowing & lending and repurchase agreements.

Treasury Credit's risk analytics team performs various quantitative and qualitative risk analysis. The team is responsible for vetting the quality of credit exposures and providing analysis of the effects of trading and market activity on the exposures.

Our Treasury Documentation group prepares for execution the required legal documents for all treasury customers who enter into transactions or various Treasury products. The group conducts market, industry, and client research in support of the ongoing Treasury documentation process.

Treasury Credit staff interact externally with counterparty contacts (CFO, compliance officer, portfolio manager, risk officer, collateral manager, legal counsel) as part of our ongoing due diligence. Internally we provide credit-related advice and support to the global trading businesses. In connection with our risk control responsibilities we interact with the Bank's Risk Management group, and the groups responsible for market risk and liquidity management.

### Position Summary/Key Objectives:

Primary focus is to assess and manage the credit risk of borrowers that are active users of a variety of treasury products, including:

- Derivatives (foreign exchange, interest rate, commodity, equity and credit derivatives)
- Financing products (securities / equities borrowing and lending, and repurchase transactions)
- Money market securities (commercial paper, bonds and asset-backed securities).

Many of these clients may also have direct credit facilities and utilize Cash Management products. An appetite to increase one's knowledge of treasury products and related applications (i.e. how and why these are transacted) is important.

The Credit Associate will:

- Prepare and recommend high quality credit submissions for assigned borrower accounts in response to new business requests and TDS's annual review policy.
- Identify, analyze and communicate the key credit risk issues and propose solutions, including credit risk mitigation remedies.
- Work closely with other product groups, including TDS Treasury Sales and Trading, TDS Cash Management and other business areas of TD, to ensure that credit needs are being met.
- Monitor the performance of assigned borrowers to ensure compliance with all terms and conditions of credit authorization, and ensure that the assigned borrower risk ratings are accurate.
- Assess both market and client specific risks, identify potential problems requiring attention and recommend appropriate actions to manage the risks in deteriorating credit situations.
- Contribute to a strong credit culture within the Credit team by raising issues on credit risk, reputational risk and operational risk.
- Provide a high level of client service; develop the client relationship by identifying cross-sell opportunities and coordinating with other business/product groups as required.
- Ensure that credit arrangements adequately balance the risk and return.

### Core Competencies:

- Self-motivated, well organized and positive attitude
- Ability to prioritize multiple tasks and deliver results in a fast-paced environment
- Ability to be productive and effective in both a team and individual working environment
- Solid negotiating skills
- Strong verbal and written communication skills; capable of summarizing the key credits risks / issues
- Strong PC skills (credit processing, Moody's Financial Analyst, Microsoft Word, Excel)

### Qualifications:

- MBA/business related discipline with high academic standing.
- Minimum 2 years experience in a credit analyst or lending manager role
- Strong financial and credit analysis skills would be an asset.
- Strong knowledge of credit products; knowledge of derivative credit would be an asset
- Good understanding of treasury products, as well as the inherent market, credit and operational risks
- Working knowledge of documentation for treasury products

Location: Toronto

**How to apply:** Please submit resume, cover letter and most recent transcript to the [TDRecFAS@tdsecurities.com](mailto:TDRecFAS@tdsecurities.com) no later than **August 27, 2008.**

Covering letter may be addressed to:

**Amanda Noud,  
Manager, Recruitment**

**Interviews will held at the UNB Futures Atlantic Symposium in Fredericton, New Brunswick on September 12, 2008  
([www.futuresatlantic.com](http://www.futuresatlantic.com))**