TREASURY MANAGEMENT AND SALES BLENDED COURSE

DATE	**December 16 – 18, 2026**
TIME	**9.00am – 3.00pm Daily**
COST	**N595,500.00 online & N695,500.00 onsite per participant (Excl. of all Taxes)**
VENUE	**Blended Class**

The following delegates will find the workshop beneficial:

FX Dealers	*Treasury Staff in Back and Middle Offices*
Treasury Sales Team	*Money Market Dealers*
Corporate Dealers/Bankers	*Investment/Risk Managers*
Economist/Research Officers	*Internal Control team members*
Relationship Managers	*Compliance Officers*

<u>COURSE OUTLINE</u>

Module 1: Introduction to Treasury Management

- Overview of Treasury function in banks
- Structure of a Treasury Department:
    - Front Office (Sales & Trading)
    - Middle Office (Risk Management)
    - Back Office (Settlement)
- Role of Treasury Sales vs Treasury Dealers

Module 2: Financial Markets Overview

- Money Market vs Capital Market
- Key market drivers:
    - Interest rates
    - Inflation
    - Exchange rates
- Nigerian market context:
    - Central Bank of Nigeria policies
    - FMDQ and interbank market dynamics

Module 3: Treasury Products & Solutions

Foreign Exchange (FX)

- Spot transactions
- Forward contracts
- FX Swaps

Money Market Instruments

- Treasury Bills
- Commercial Papers
- Placements & Borrowings

Fixed Income Securities

- Bonds (FGN Bonds, Corporate Bonds)
- Yield concepts

Basic Derivatives

- Interest rate swaps (introductory)
- Hedging strategies

Module 4: Treasury Sales Techniques

- Understanding client segments:
    - Corporates
    - SMEs
    - Financial Institutions
- Needs analysis and opportunity identification
- Solution-based selling approach
- Pitching treasury products with value propositions
- Cross-selling opportunities

Module 5: Pricing & Deal Structuring

- FX pricing (bid/ask spreads)
- Interest rate pricing fundamentals
- Cost of funds and margins
- Structuring profitable deals
- Negotiation techniques

Module 6: Risk Management in Treasury

- Types of risks:
  - Market Risk (FX & interest rate movements)
  - Liquidity Risk
  - Counterparty/Credit Risk
- Risk limits and controls
- Role of the Middle Office

Module 7: Regulatory & Compliance Framework

- Key guidelines by:
  - Central Bank of Nigeria
- KYC/AML in treasury transactions
- Ethical considerations in sales
- Documentation and audit requirements

Thank you.

The faculty is drawn from our pool of facilitators (click here for full details)

Kindly forward your nomination(s) to mmanhq@fmda.com.ng and payment can be made to the following account before the commencement date of training:

Account Name:	Financial Markets Dealers Association
Bank:	GTBank
Account Number:	0001272210
Branch:	Adeola Odeku, Victoria Island, Lagos.
Sort Code:	058152010.

For further information/Registration, please call Chris on 08023548999 or 08079779911.

Thank you.