

NI Maths Role Models

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Foreign Currency Dealer



What does your job entail?

I manage a diverse portfolio of business and corporate customers who deal in foreign currencies. I meet with customers to discuss their foreign exchange needs and to help them to mitigate the risk associated with this. We trade with customers on a spot or forward basis meaning we agree to buy or sell currency on the day that we speak to them or for an agreed date in the future.

How did you get into this line of work?

I have had an interest in Global Markets from early in my career with Bank of Ireland. Within my first year of joining the Bank I worked as a foreign exchange cashier and had an opportunity to spend a day with the Dealers. The fast paced, energetic environment was exciting and really appealed to me.

Outline your career to date?

I joined Bank of Ireland after studying Accounting in Queens University Belfast. I spent the first two years working in the branch network gaining experience of the Banks operations in customer facing roles including cashier, foreign exchange cashier and customer advisor. I then joined the Business Banking team as a Business Advisor where I worked for 9 years. In this role I managed a large portfolio of business customers, looking after their day to day banking needs, helping them to grow their business and providing bank products including finance where appropriate to support them with their growth plans. Within this role I worked very closely with my colleagues who specialised in other areas of the Bank including commercial finance, asset finance and global markets. When an opportunity came up to join the team in Global Markets I knew it was the perfect move for me. Now, working as a foreign currency dealer in Global Markets I manage the risks to businesses associated with the fluctuations in currency exchange rates and interest rates.

How do you use maths in your role today?

I use maths in almost every part of my job. When agreeing trades with customers I have to calculate the customer rate based on the constantly changing market price of the currency. Depending on the deal the customer wants to transact I will add or subtract the agreed customer margin to or from the market rate to determine the customer rate. I use multiplication and division to work out the amount of currency the customer will receive based on how much they want buy or sell.

Equally in my previous roles within the Bank, maths has played a very important part. As a cashier in the Bank I was handling cash and coin, counting large amounts of money in multiple currencies and balancing the cash till at the end of each day.

As a Business Advisor I would have assessed the financial performance of a business to calculate their ability to repay loans and used maths to analyse lending proposals and submit credit applications.

Did you enjoy maths in school?

I loved maths in school. I have always loved working with numbers and enjoy the challenge of solving a difficult problem.