

CTM Goes Global

The benefits of international exposure

Kate McCarthy, AFP

"I had never seen a check in my life. What is a routing number?" asked Olena Lysenko-Saper, CTPA, when she first began learning about the workings of the U.S. Treasury system as a student in the Ukraine. After completing a master's in international relations in the Ukraine, Lysenko-Saper decided to pursue an MBA in Germany to gain more exposure to international business. It was here that she first learned about the U.S. payments and financial system under the tutelage of Robert Eldridge, Corporate Treasury Management (CTM) program director at Fachhochschule-Coburg in Coburg, Germany. Eldridge also teaches at Southern Connecticut State University.

When Lysenko-Saper first began pursuing her degree in finance, it was centered on the European system. "Ninety-nine percent was based on electronic funds transfer. There was no ACH. It was all wires," she explained. When she looked back on her knowledge before the MBA program, she realized, "I didn't know how much I didn't know about the U.S. system."

Lysenko-Saper completed the course in Treasury as part of the CTM program June 2006. She found the lessons learned through the *Essentials of Treasury Management, First Edition* were organized in a way to give you the "big picture of the treasury's function and how its perspective affects the other corporate business areas." She went on to explain that the book emphasized cash management. "The book explains the impact on your bottom line. [Cash management] always has to be taken into account. And of course, Dr. Eldridge taught the material in a way that was inspiring."

Lysenko-Saper's pursuit of the Certified Treasury Professional Associate (CTPA) was a no-brainer. She knew she wanted to work in the U.S. but worried potential employ-

ers wouldn't know what to make of her education in Europe. But she knew if she held the CTPA designation, then it would be verification for the employer that she "knows what she is doing." She explained further that the CTPA is "a great credential to have when looking for a job in the U.S., especially for someone who did not graduate from the U.S. education system." Lysenko-Saper says the CTP is well recognized in the field and its reputation alone led to several offers from U.S. companies.

In turn, Lysenko-Saper also brought a lot to the table with her expertise in the European system. She explained that when it comes to transactions that required her to move funds abroad, she has a "better understanding of how to phrase the information so that it is understood in Europe." She also knows the European codes.

Ms. Lysenko-Saper's story, as well other students who gain their exposure to treasury

through the CTM program, all echo the same sentiment. Treasury is an exciting field that offers many opportunities. Those opportunities only improve when you add the certification to the picture.

Currently, 38 schools are active in the CTM program. (To see a complete listing of affiliated schools, visit www.afponline.org/CTMProgram). Each school teaches a treasury management course and may use the *Essentials of Treasury Management, First Edition* as their main or supplemental text. After completing the course with a grade of B or higher, the student may register for the Certified Treasury Professional exam at a reduced rate. When they pass, the full cost of the exam is reimbursed and they become a CTPA. They then have five years to complete two years of finance-related work experience and 12 recertification credits. Once proof of completion of the former has been reviewed by AFP, the CTPAs convert to a full CTP. ▲

Hot Job

Director of Cash Management Moody's Investors Services, New York, NY

Responsibilities

- Supervise domestic and international cash management, debt, investment and foreign exchange activity.
- Ensure departmental compliance with SOX regulations and guidelines.
- Responsible for assisting the treasurer review and implement treasury policies and procedures.
- Proactively communicate with accounting, IT, tax and audit
- Effectively monitor and assess potential risk to the firm.
- Build on established competencies by keeping abreast of developments, trends and industry legislation.
- Recommend opportunities for process or efficiency improvements.

NOTE: U.S. residents only

Requirements

The candidate should have 5 - 10 years of cash management experience within a large corporate or financial services environment and an MBA degree. A Certified Treasury Professional (CTP) designation is a plus. This person should have a solid understanding of treasury accounting and treasury operations as well as a knowledge of U.S. GAAP and SOX. Also the candidate should have treasury system experience and financial experience with ERP systems and exceptional analytical and communication skills.

For more information or to apply go to:

<http://afponline.jobcontrolcenter.com/jobdetail.cfm?job=2501964&>