

Crédit Agricole Corporate And Investment Bank

Crédit Agricole CIB is the Corporate and Investment Banking arm of the Crédit Agricole Group, the world's n°11 bank measured by Tier One Capital (The Banker, July 2016). The Bank offers its clients a comprehensive range of products and services in capital markets, investment banking, structured finance and corporate banking, structured around six major divisions:

- Client Coverage & International Network
- International Trade & Transaction Banking
- Global Investment Banking
- Structured Finance
- Global Markets
- Debt Optimisation & Distribution

The Bank provides support to clients in large international markets through its network with a presence in major countries in Europe, America, Asia Pacific and Middle East and North Africa.

For more information, please visit its website at www.ca-cib.com

In the frame of our strategic plan in Asia, Hong Kong branch is now due to grow considerably to sustain Crédit Agricole CIB development. We are now seeking dedicated and motivated candidates to fill the following position.

Trainee, eBusiness Sales (One Year Contract)

Summary

- The GMD e-Business strategy has been implemented to profitably service the global GMD customer needs by allowing direct execution of its products over the relevant e-Channels, to help build the CACIB & Jetstream brand and to contribute to the P&L growth of the GMD overall business.
- The role of the Junior eSales, working alongside the Head of eSales Asia ex Japan, is to translate the GMD eBusiness strategy into a measurable growth of key flows indicators (total electronic volumes & tickets executed, number of monthly active clients, hit ratios, market share) by way of strengthening the relationships with GMD sales and GMD clients, developing the client base including electronic-only clients, promoting GMD electronic distribution capacity both internally and externally.

Key Responsibilities

1. Expand the volumes with the existing client base

- Deepen the knowledge of existing clients e-activity
 - By Asset Class: FX, IRS, Credit, Govies and, within asset class, by key indicators (currencies, maturities, sizes, volumes vs tickets)
 - By client segment
- Promote cross-selling with the existing client base
 - Monthly review of clients e-activity, hit ratios
- Leverage the GMD Sales and Trading teams to increase clients e-activity
 - Dedicated meetings to review our performance on platforms per product
 - Targeted action plans
- Leverage the CACIB Coverage on Corporates and FIs
 - Quarterly review of Key clients e-activity, hit ratios (key clients= Prime + any potentials / opportunistic moves)
 - Targeted action plans

2. Grow the client base dealing electronically

- Tap into the existing voice client base and ensure adequate coverage for the conversion (partial/total) to electronic execution
 - Federate and mobilise Coverage & Sales team, independently and together.
 - Common targets of clients
- Acquire new electronic clients / accounts on the back of other GMD and eSales initiatives
 - With MNCs and Corporate clients
 - With Real Money FIs

- Hedge Funds initiative
- Other Initiatives

Requirements

- University degree, preferably in a business or finance-related field with less than 12 months' full-time experiences
- Internship experience in global financial markets products, eBusiness and/or ePlatforms will be an advantage
- Results oriented and good Team player
- Excellent presentation skills for client facing role
- Strong analytical skills and quantitative skills
- Excellent command of English both spoken and written; Mandarin is a plus

Application Method

Please apply for this role on our [Career Website](#). A rewarding package will be offered to successful candidate. We also provide you with medical, life insurance benefits and provident fund scheme.

Personal data provided by job applicants will be used strictly in accordance with the employer's personal data policies, a copy of which will be provided immediately upon request.

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FO Application Support Trainee (One Year Contract)

Summary

This Trainee will join the Capital Markets IT support teams based in Hong Kong supporting capital markets activities for a regional Asian scope in liaison with the global and regional team. The incumbent will work closely with the front office users to provide functional and technical support in front office systems.

Key Responsibilities

- Provide day-to-day monitoring and troubleshooting for front office dealing room systems
- To work as a global team player and provide IT functional and technical support within the Global Markets Division for the growing Asian business activities
- Work closely with the global and regional IT teams for project implementations and regional development
- To work as a global team player in both technical and functional support
- To join the effort with all support functions to rollout new products and implementation of new trading requirements.
- Be able to provide out-of-office IT support for 24x5 business

Requirements

- Fresh graduate in Business / Finance with specialist in Computer Science / Information Systems and less than 12 months' full time work experience
- IT knowledge of NET / Java skills, UNIX scripting, SQL, basic knowledge of Wintel / Unix architecture and networking concept
- Knowledge of Capital Market business IT with internship experience in front office system support / maintenance preferred; global/regional support experience preferred
- Knowledge of financial engineering, derivatives/option products will be an advantage
- Willing to learn and work under pressure, and work overtime for supporting tight business requirements
- Good communication and trouble shooting skills

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Trainee, China Corporates Sales (One Year Contract)

Summary

The successful candidate will join one of our Hong Kong-based Global Markets sales teams engaged in FX and Interest Rate products. Successful candidate will work closely with senior salespeople to support the daily activities of servicing clients and marketing new products. The client focus is HK subsidiaries of China based corporates.

Key Responsibilities

- Work with research team on day-to-day basis to provide market information and forecasts to clients.
- Provide support to senior Sales in preparation of marketing materials, trade execution, and post-trade follow up;
- Coordinate various tasks which are involved in transaction executive or facilitation of business (Middle Office, Operations, Legal, Compliance, credit support, valuation, client service).
- Get acquainted with global capital markets, financial instruments & various structures promoted by the Bank;
- Learn how to utilize specialized software to perform daily routines, including spreadsheet-based modelling.
- Support the team to prepare marketing materials

Requirements

- Master/ Bachelor degree holders, with strong academic background in Quantitative Social Science, Economics or Business, with less than 12 months' full time experience
- Strong analytical skills and quantitative skills, prior experience in global financial markets products will be an advantage
- Strong communication and people skills to interact with colleagues and clients; and innovative problem solving skills with ability to provide analysis and solutions
- Self-motivated and detail minded with a strong sense of commitment and responsibility
- Proficiency in Microsoft Excel, Word, PowerPoint and other PC applications
- Responsible, self initiative, positive attitude, attentive to details & hardworking
- Fluent in both written and spoken English and Mandarin, knowledge of Cantonese is a plus

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