

## **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](http://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.

### **Global Markets Sales Trainee (One Year Contract)**

#### **Summary**

The successful candidate will join one of our 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.

#### **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 and publications

#### **Requirements**

- Master/ Bachelor degree holders, with strong academic background in Accounting, Business, Finance, Economics, Mathematics, Statistics, Financial Engineering, Science or Engineering 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 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 English, Cantonese & Mandarin; knowledge of an Asian language is an advantage
- Graduating Class in December 2017 will also be considered

#### **Application Method**

For Interested candidates, please apply 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.

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### **Trainee, Capital Markets Operations (One Year Contract)**

#### **Key Responsibilities**

- Assist in the day-to-day support of the capital market Back Office / Middle Office activities with focus on accuracy and completeness
- Conduct study, investigation or other ad-hoc assignments as directed by the team head
- Engages in direct contact with internal or external clients to ensure quality and timely services in trade support / processing and inquiries are provided.
- Handle daily reporting for internal control
- Work with senior staff to update/establish working procedures
- Inform team leader of unusual booking and settlement matters when identified.

#### **Requirements**

- Recent university graduates with less than 12 months of working experience
- Understanding of financial markets fundamentals
- Knowledge of financial products
- Good judgment, alertness and common sense
- Good analytical, organizational and interpersonal skill
- Comfortable with multi-tasking and able to work under pressure
- Able to work independently with minimal supervision
- Fluent in English and additional language would be an advantage
- Solid computer skills, with a good knowledge of Microsoft Office Application
- Willing to work on holidays or overtime while overseas or international markets are open
- Perfectly at ease in a multi-cultural environment

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- International Trade & Transaction Banking

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 the Middle East.

The Bank is continuously pursuing its effort in the fight against global warming. Since 1997 Credit Agricole CIB has been committed to finance renewable energy with the first wind farms, and has become a major player in this sector. In 2008 the Bank was among the first to finance solar energy projects and in 2015 was among the first banks in the world to decide to cease financing coal mining projects or companies linked to this sector, and coal fired power plants in high revenue countries.

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### **Structured Finance Trainee – Telecom Media and Technology Finance (One Year Contract)**

#### **Summary**

Assist in the execution / origination of transactions (arranging & advisory and execution) in the Telecom Media and Technology Finance Group covering Asia ex-Australia region, under the supervision of the Head and Deputy Head of TMTFA Asia.

#### **Key Responsibilities**

- Financial analysis, research and modelling in the execution of mandates (arranging or advisory)
- Research, marketing and the preparation of proposals to prospective and existing clients
- Drafting and follow-up of credit applications and reviews
- Maintenance of the Bank's systems
- Generally, assistance to the TMTFA team in all commercial, execution, marketing and reporting / budgeting functions
- Assistance of senior team members in the origination and execution of new business

#### **Role Requirements:**

- University graduate in Finance, Statistics or Mathematics with less than 12 months' full time working experiences
- Proficient in performing quality, accurate and reliable modelling and research work
- Proficient in Microsoft Excel
- Excellent team player and ability to work under pressure in meeting deadlines.
- Good communication, problem solving skills, a proactive learner and self-starter seeking continuous
- Excellent in written and spoken English, Mandarin, and Cantonese.

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### **Syndicate Trainee (One Year Contract)**

#### **Summary**

- Responsible for supporting the execution of new issue bond transactions (public benchmark and private placements) and hedging transactions if required within authorised trading limits on the Flow Trading Primary desk / PMEM, i.e. the risk parameters and designated currency and product limits. In order to maximise revenues within pre-established limits and objectives.
- Trades are predominantly in USD, Euro and CNY but could be denominated in any authorised currencies if necessary. In addition the Syndicate manager will be expected to trade our other books in support if required. Products will include all types of bonds.
- Liaising with the CACIB sales, DCM and Coverage network to provide CACIB global customer base with a superior service and expertise for pricing, risk manage and placement strategy of Asian benchmark transactions
- Within the parameters of the overall business strategy of CA-CIB and other agreed policies, the candidate is empowered to implement the strategy and business plans within the business line, as decided by the Global co-Head of MTNs & Private Placements and Head of Asian Syndicate

#### **Key Responsibilities**

- Assist the business activity of the Flow Trading Primary desk / PMEM
- Support the pricing and execution of new issues transactions (public benchmark and private placement) in accordance with established risk management procedures and risk parameters, and ensure best service to our issuers and investor base
- Assist in liaising with the CACIB Sales and DCM Network, to provide the whole customer base with expertise for originating, distributing, pricing, and risk management solutions
- Be aware of all economic and financial data likely to affect the market and keep updated on market changes.
- Develop the flow activity (short dated, CDs, CPs, ...)
- Keep abreast of the markets by reading the financial press and available economic research.
- Input all executed trades directly into the Front Office Systems in a timely manner and look after the good running of the day to day operations of the desk
- Produce daily & weekly newsletters as well as required reporting and analytics
- Assist in booking of transactions

#### **Requirements**

- Master/ Bachelor degree holders in Finance with less than 12 months' full time experience
- Internship Experience in financial products related primary trading with a strong focus on primary market dynamic preferred
- Team oriented, excellent communication skills, ability to remain calm under pressure.
- Knowledge of bond and financial derivatives including secondary market liquidity
- IT and eBusiness literate
- Fluent in English and Mandarin

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### **Trainee Trader (One Year Contract)**

#### **Summary**

The candidate will join our Fixed Income Markets business areas which involves the Global Markets Trading Non Linear team in Hong Kong

#### **Key Responsibilities**

- Assist senior traders in daily operations.
- Spreadsheet maintenance / development.
- Carry out statistical studies.
- Product testing / model implementation.
- Quote pricing to clients

#### **Role Requirements:**

- Master/ Bachelor degree holders, with strong academic background in Accounting, Financial Engineering, Mathematics, Statistics, Finance, Economics or Engineering with less than 12 months of working experiences
- Prior internship experiences in the banking industry will be an advantage
- Strong analytical and quantitative skills, and possesses good market sense
- Strong communication and problem solving skills with ability to provide solutions
- Curious, Logical, Self motivated and hardworking 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, fluent in Mandarin is a plus

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### **Trainee, DCM (One Year Contract)**

The Debt Origination & Advisory Department is involved with the Debt Capital Market business for the Bank.

#### **Summary**

Support:

- Asia-Pacific DOA Originators in their Debt Capital Market and Syndicated Loans marketing initiatives and to ensure smooth execution of mandated transactions in the international bond and syndicated loan markets.
- Rating advisory team in analysing companies' business profile, financial structure and financial policy from a rating agency perspective.

#### **Key Responsibilities**

- Support DOA Originators' marketing efforts and assist the team to ensure smooth execution of Debt Capital Market or Syndicated Loan mandated transactions
- Provide support for executing all types of debt instrument across the capital structure, including senior unsecured, and subordinated debt/capital, for clients in Asia including corporates, banks, and sovereigns across the rating spectrum
- Analysis of market conditions and trends, create and update marketing pitch books and presentations
- Income, pipeline and data reporting – GMD (bond business) and DOD (loan business)
- Assist in the preparation of Information Memorandums
- Assist in organizing roadshows and signing ceremonies
- Support Rating Advisory team in assessing companies' credit risk based on Rating Agencies' methodologies

#### **Requirements**

- Master/ Bachelor degree holders, with strong academic background in Accounting, Financial Engineering, Mathematics, Statistics, Finance, Economics or Engineering with less than 12 months of full time working experiences
- Strong analytical skills and quantitative skills, prior experience in capital markets products will be an advantage
- Strong communication and problem solving skills with ability to provide solutions
- Self motivated and hardworking 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, fluent in Mandarin is a plus

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