

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°13 bank measured by Tier One Capital (The Banker, July 2018). The Bank offers its clients a comprehensive range of products and services structured around six major divisions:

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

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

Trainee, Commercial Banking (One Year Contract)

Summary of the position:

Assist and support the Relationship Manager ("RM") and/or the Head of MNC clients - HK to manage a portfolio of MNC clients. **This is a graduate position for those who have already completed their degree by Jan 2019 and available to start working in February or March 2019.**

Key Responsibilities

- Interface with clients on day-to-day service issues / product enquiries/ Know Your Customer due diligence.
- Report to the RM on administrative issues to be solved, commercial incident and significant change in client's profitability, issues regarding business opportunity with clients.
- Assist in performing comprehensive review and assessment of risks, preparing credit packages and assist in monitoring the risk profile of the client portfolio.
- Assist in preparing internal reports for the MNC team.
- Assist in the marketing of the commercial banking products such as short term credit, guarantees (financial and non financial), cash management, but also other lines of business of the bank, such as trade finance, export finance, foreign exchange / Global Markets Division, syndications and others. In essence, need to cross sell the various products and services made available to clients, with an aim to maximize revenues as well as the risk adjusted return on capital.
- Either through his/her own action or under the guidance of the RM / Head of MNC clients - HK:
 - Proactively manage risks related to each transaction, along with the concerned business lines, to anticipate default situations and minimize specific provisioning
 - Follow compliance principles and internal rules, and make sure they are applied in assisting in managing the commercial relationship, update of the Know Your Customer (KYC) file, and handling the daily transactions with clients.
 - Understand client's industry/ business sector, client's strategy, businesses and financial situation, and anticipate its needs for services.
 - Foster our credit distribution and liquidity collection
 - Understand and anticipate the risks associated with the activities of a Corporate and Investment Bank, and hold the responsibility for counterparty risks, along with the concerned business lines
 - Facilitate access of other Branches and Units within CA-CIB global network to co-operation with clients

Requirements

- Bachelor or Master Degree in Business, Economics or related disciplines with less than 12 months' full-time experiences
- Internship experiences in credit and/or conducting KYC and/or customer service, preferably in commercial banking field and with exposure to multinational corporations / financial institutions
- Commercial banking product knowledge and/or internship experience preferred – i.e. bank accounts, loans, trade finance, foreign exchange, syndications, cash management etc.
- Excellent interpersonal and communication skills with strong attention to details; good organization skills
- Good credit analysis and report writing skills, strong negotiation skills and a team player
- Fluent in English, Cantonese and Mandarin

Application Method

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About Crédit Agricole Corporate and Investment Bank (Crédit Agricole CIB)

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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, Credit Coordinator for Global Markets (One Year Contract)

Summary

This opening is for those who have already completed their degree requirements and ready to start working in short notice. The Trainee will assist in processing and monitoring GMD credit related requests, and regular reporting.

Key Responsibilities

Pre-screening and Liaison

- Assist in processing/ pre-screening GMD credit requests (e.g. check and rectify information in GMD request memo, suggest mitigants, update status in GMD CC intranet, etc.) to ensure the requests are justified from both credit and business perspectives, before submitting to the relevant parties for approval.
- Assist in follow up with RPC, Coverage/ FIG, CMLD and Collateral Management etc. to facilitate and accelerate review and approval of the GMD Requests.
- Assist in following up credit issues and queries on credit limits, issues, doc status, etc.)

Monitoring

- Prepare monthly log of GMD credit lines requests for proactive follow up of the pending requests with the relevant parties.
- Prepare monthly log of GMD documentation requests for active management of the requests, and bi-weekly report and minutes on High priority documentation requests.
- Prepare regular reporting, such as monthly MTM reporting on the sensitive counterparties.

Requirements

- Bachelor or Master degree in Finance, Banking or Accounting with less than 12 months' full-time experiences
- Basic knowledge or internship experience in global markets or credit analysis preferred
- Good interpersonal and communication skills
- Able to work independently and under pressure, and good multi-tasks management
- Team player
- Fluent in English and Chinese, and good written skills

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Trainee, IT Application (One Year Contract)

Summary of the position:

The purpose of the position is to support Treasury and Money Market related business in term of workflow, systems interface (Risk, Accounting, Back Office) and core trading and risk management system such as Kondor+Asia, BLOFI Asia, Calypso, RTNS, and Reuters Dealing. **This is a graduate position for those who have already completed their degree and ready to start working in short notice.**

Key Responsibilities

- Provide daily functional and technical support for front office/back office/related systems, system integrations and users in Asia.
- Assist to implement business requests for Treasury product line
- Coordinate with overseas IT teams for projects and system implementations
- Participates in global system upgrade projects

Requirements

- Bachelor Degree holder in Computer Science or related discipline with less than 12 months' full-time experiences
- Knowledge in UNIX scripting, JAVA, SYBASE and Perl and relevant internship experiences is a plus
- Good trouble shooting skills and be a quick learner
- Proactive, independent and proven ability to work under tight target and pressure
- Knowledge in basic financial products and workflow is a plus.
- Fluency in English; Mandarin/Cantonese is not required but a plus

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Trainee, Market Risk (One Year Contract)

Summary of the position:

This opening is for those who have already completed their degree requirements and ready to start working in short notice. Assists Market Activity Monitoring (MAM) team to perform market-risk related reporting and tasks.

Key Responsibilities

- Produce and analyse P&L and market risk exposures in global market activities.
- Performs risk and P&L consolidation reporting for Asia.
- Ensures integrity, accuracy and consistency of P&L and risk data reported in various systems.
- Performs secondary controls on data fed by local MAM to regional and Head office consolidation systems
- Performs ad-hoc analysis on risk and P&L as required by regional MAM or risk managers.

Requirements

- Bachelor / Master Degree in Risk Management, Data Science, Statistics, or Mathematics with less than 12 months' full time experiences
- Good understanding of Asian fixed income markets and the mechanics of related market products, especially on risks and valuation. Prior experience in product control or market risk function would be an advantage
- A detailed oriented, team player and having ability to get things done in timely manner
- Proficient in Microsoft Excel, VBA programming, and database application (MS Access, SQL, Sybase)
- Fluent in English

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Trainee, Structured Finance Middle Office (One Year Contract)

The Trainee will join the Agency and Middle Office team under Structured Finance Asia, covering all business lines (Structured Finance, Debt Origination & Advisory, International Trade & Transaction Banking), based in Hong Kong.

Key Responsibilities

- Execute agency mandates for the Structured Finance Asia department (comprising Energy & Infrastructure, Acquisition Finance, Real Estate and Telecom), and in some cases Debt Origination & Advisory;
 - ✓ liaise with the Borrower, the lenders, and third parties (lawyers, engineers);
 - ✓ monitor the covenants and reporting obligations of the Borrower;
 - ✓ supervise the loan administration (roll-overs, rate fixing, fees, repayment) of the Agency mandates;
 - ✓ assist in the handling of waivers' requests;
- Perform middle office functions for all Structured Finance Asia files, including the feeding of information in the SFI middle office tool (SMAC);
- Preparation of various reports required by Booking Offices in Asia, Business Lines, and by Head Office (risk-weighted assets, profitability, provisions, compliance, ratings, cross checking ...);

Requirements

- Bachelor / Master Degree in Business Administration, Finance or Accountancy with less than 12 months' full time experience
- Class of 2019 Summer Graduates are welcome to apply
- Ability to deal with multi tasks and multiple deadlines, work within a dynamic and evolving environment, productively manage stress
- Strong interpersonal, presentation and influencing skills
- Excellent written and spoken English

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Trainee, Sustainable Banking (One Year Contract)

The CACIB Sustainable Banking has a unique position within the bank: the team is in charge of advising, originating, structuring and distributing financial products and solutions including Environmental, Social and Governance (ESG) criteria

The two main areas of expertise are the following:

- The green, social and sustainability bond market dedicated to the financing of the energy transition and the fight against climate change. Crédit Agricole CIB is the worldwide leader in this market.
- Impact Investment which allows to participate in the financing of projects having a social impact for the fight against poverty and the access to basic infrastructures and basic needs (water, energy, housing, education, health care, etc...)

Key Responsibilities

- Sectorial Analysis and monitoring of the Green, Social and Sustainability Bond market trends;
- Market data base Monitoring ;
- Participating in the preparation of clients pitch and discussions materials for potential transaction;
- Participation in the execution of mandated transaction (green documents preparation, investor presentation, investor profiles, etc...)
- Monitoring and analysis of the reporting prepared by green and social bond issuers;
- Participation in analyzing assets and projects eligible for a green or social bond or for an impact investment project
- Assistance the team in all other daily tasks

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
- Class of 2019 Summer Graduates will also be considered
- Strong analytical skills and quantitative skills, internship experiences 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 written and spoken English and Mandarin

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