

Crédit Agricole Corporate And Investment Bank

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

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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...)

This position is for those who have already completed their graduation requirement by Feb 2019 and are ready to start working in March / April.

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
- 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

Application Method

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Trainee, Market Risk (One Year Contract)

Summary of the position:

The Trainee will assist Market Activity Monitoring (MAM) team to perform market-risk related reporting and tasks. Priority will be given to those who have already completed their degree requirements and ready to start working in short notice. Summer Graduates in 2019 will also be considered.

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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IT Server Support Trainee (One Year Contract)

Summary

The Trainee will assist in daily operation related to Windows Server Support and Administration. Priority will be given to those who have already completed their degree requirements and ready to start working in short notice. Summer Graduates in 2019 will also be considered.

Key Responsibilities

- To perform system administration's tasks such as server deployment, upgrade, patch installation, tuning and daily user accounts administration.
- To provide quality follow-up and management on IT related incidents
- To coordinate with local and regional IT teams for project implementations and regional development
- To review and analyze, on regular basis, security logging, and antivirus protection status.
- Participate in system and project documentation, and operational procedures
- Be able to work overtime for supporting tight management deadlines
- To work with various IT support teams to identify and resolve issues, implement enhancement and improvement on IT Infrastructure.

Requirements

- Fresh graduate in Computer Engineering / Electronics Engineering / Computer Science / Information Systems qualifications with less than 12 months'
- Good communication and trouble shooting skills
- IT knowledge of Microsoft Windows Active Directory or VMware is advantageous.
- Holder of Microsoft Certification is preferred but not mandatory
- Good team player, willing to learn and work under pressure, with global/regional support experience preferred

Application Method

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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. **Priority will be given to those who have already completed their degree requirements and ready to start working in short notice. Summer Graduates in 2019 will also be considered.**

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 of 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

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Trainee, Financial & Strategic Planning (One Year Contract)

The incumbent will assist the Financial & Strategic Planning Asia team, based in Hong Kong, on its various missions including the balance sheet monitoring, the asset-liability risk management (liquidity risk, interest rate risk and foreign exchange risk) as well as capital management and Risk Weighted Assets' forecast. The incumbent will also be involved in the origination process (notably origination of new loan in Asia), in close coordination with the Business Lines and Coverage teams. The incumbent will also be responsible for specific projects on Asset & Liability Management (ALM) matters.

Key Responsibilities

1. **“Portfolio Management” at origination stage:** work with the Business Lines during the origination process, validate the profitability computation for each new loan and optimize the scarce resources (capital and liquidity cost) for loans originated in APAC. Report on a quarterly basis the profitability of Asian entity & clients to Regional Management and Business Lines
2. **Asset & Liability Management (ALM):** partake the local currency liquidity project, work closely with ALM Paris/Head Office in terms of liquidity pricing, local finance and Treasury teams to ensure proper monitoring of the set-up, with a closed monitoring of regulatory changes in relation with local CFO
3. **ALM - Reporting:** work closely with the local teams in Asia (including Treasury, local CFO and Market Risk Department) and Paris to ensure proper implementation of the “ALM Principles” notably in terms of liquidity risk management and monitoring: daily stress tests, monitoring of Contingency Funding Plan,...
4. **Financial & Strategic Steering - Committee:** reporting on a monthly basis during the Asia Liquidity Risk Committee (LRC) the liquidity situation of each Asian entity. Prepare the materials for the monthly Committee. Ensure a proper follow-up of the Financial Performance of the APAC Region (NBI, Expenses,...) via dedicated indicators.

Requirements

- Bachelor or Master's graduate in Finance with less than 12 months of full time experience
- Internship experiences in Commercial/Structured Finance/Treasury/Finance department preferred
- Good knowledge in Microsoft software ability and programming (Visual Basic is a must)
- Excellent interpersonal and communication skills
- Good presentation, communication, problem solving skills and a team player able to manage project in full autonomy
- A proactive learner and self-starter seeking continuous improvement in all job-related aspects
- Good written and oral English. Cantonese / Mandarin is a plus

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Trainee, Investment Banking (One Year Contract)

The Global Investment Banking ("GIB") Asia Pacific team is responsible for our Investment Banking business in the APAC region and covering the following 4 business lines:

- Advisory in Mergers & Acquisitions: buy/sell-side advisory
- Equity Capital Markets: IPOs, capital increases, secondary listings in HK, Convertible Bonds etc
- Strategic Equity Transactions: equity financing, hedging schemes, derivatives-based acquisitions etc
- Structured Financial Solutions: Monetization of financial assets presenting specific complexities

You will be joining a dynamic team that has developed throughout the years a solid track record with large corporates in the region, especially in Hong Kong, China, Japan, and Singapore.

The ideal candidate will have a passion for corporate finance and strategic issues with some relevant previous experiences as a summer intern or a long-term trainee. He/She shall be rigorous, with a high level of commitment and dedication as well as a true entrepreneurial, on-hands attitude allowing him/her to work either autonomously or together with other members of the team.

Key Responsibilities

- **Actively participate in origination efforts / business intelligence initiatives** (preparation of company profiles, sector or market studies, press monitoring, investment ideas...);
- **Involvement in the marketing** of operations to clients and prospects (preparation of dedicated pitches, presentation for general meetings ...);
- **Support in execution** of mandates (providing inputs for valuation and financial modelling, assisting in due diligence processes ...)

Requirements

- Bachelor's / Master's degree holders, with strong academic background in Corporate Finance, Accounting, Strategy and Capital Markets with less than 12 months' full-time experiences
- Internship experience in corporate finance is a must. Candidates with experience in M&A, ECM or Private Equity in reputable institutions will be considered in priority.
- Detail-oriented, solid analytical skills, self-motivated, curious, proactive with a strong sense of commitment and responsibility.
- Good foundation in financial modelling (Excel) and pitching (Powerpoint) will be highly preferred.
- A strong entrepreneur and team spirit, willing to work independently with minimal supervision.
- Able to work under pressure under tight deadline. Flexible to work beyond normal hours.
- Sheer interest in Asia Pacific corporate environment to be demonstrated by the candidates.
- Fluency in written / spoken English and Mandarin Chinese is a must. Besides, fluency in other Asian languages (Japanese, etc.) is a plus and highly appreciated

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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 immediately.**

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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