

**Title:** Sales Trainee  
**Department:** Equities Department  
**Location:** Hong Kong

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**Job Description:**

This position is responsible for development of the business relationship with assigned institutional accounts (such as fund managers, corporations etc.). Develops knowledge of client needs and requirements and coordinates the firm's effort to serve client organizations. The job duties associated with this role may be expected to include:

- Maintaining and building the business relationship with assigned institutional accounts.
- Working closely with client's investment and research personnel.
- Presenting research services and advising clients on investment opportunities.
- Providing full account coverage service for small accounts, including trading and execution services, e.g. obtain orders for the pushcase and sales of securities.
- Pitching equity research and ideas across multiple products such as Swaps, P-notes, and other equity derivatives.
- Supporting the team for the day-to-day client activities and strategic initiatives; Assist the team during client meetings, write call reports and do follow up tasks

**Knowledge**

- Thorough understanding of sales and trading business.
- Profound knowledge of the domestic and international capital markets and the firm's products and services.
- Understanding the client's investment behavior and orientation.

**Skills and Abilities**

- Customer-oriented mentality
- Passionate for the sales job
- Effective communicator with fluent Mandarin and English
- Excellent interpersonal skills, integrating tact and diplomacy
- Self-confident & energetic

**Qualifications**

- 1-3 years of related experience in securities institutional sales
- Experience in covering global hedge fund or private bank clients
- Master degree in relevant majors, preferably an MBA from renowned universities.

**Application method**

Interested students, please send the CV to [CICCHK\\_Recruiting@cicc.com.cn](mailto:CICCHK_Recruiting@cicc.com.cn) with subject "EQ Sales Trainee – Name"

***Disclaimer***

*The preceding job description has been designed to indicate the general nature and level of the work performed by employees within this classification. It is not designed to contain or be interpreted as the comprehensive inventory of all duties, responsibilities and qualifications required of employees assigned to this job.*

**Title:** Financial Product Accountant (Derivatives Controller)  
**Department:** Financial Control Department  
**Location:** Hong Kong

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### **Job Description**

The job responsibilities associated with this role are expected to include:

- Adequate understanding in accounting treatment for different financial products and basic knowledge of derivatives (such as TRS, Options, Futures, IRS and Structured products);
- Involved in daily PnL for equity derivatives and financial products
- Prepare daily journals for the derivatives and financial products
- Support business on a daily basis, ensure completeness of all transactions, prepare journal entries, generate accounting posting and prepare periodical financial reporting;
- Be able to handle queries from senior management and auditors related to financial reporting issues and accounting treatment of products;
- Perform month end posting and reconciliations as well as other periodical ad hoc reportings to front desk/senior management.
- Involve in system development and perform UAT

### **Skills and Abilities**

- 1-2 years of practical accounting experience gained in accounting / product control / audit field;
- Has understanding of the accounting standards for financial instruments;
- Knowledge on vanilla derivatives products; knowledge and practical experience in dealing with structured products/fixed income products/derivatives is required;
- Previous working experience in Licensed Corporation is a plus;
- Good numerical, analytical and Excel skills;
- Good command of English and Mandarin;
- Good interpersonal skills, be able to work independently and at the same time in a teamwork environment.

### **Qualifications**

- University graduate
- Student or Member of Professional Accounting bodies

### **Application method**

Interested students, please send the CV to [CICCHK\\_Recruiting@cicc.com.cn](mailto:CICCHK_Recruiting@cicc.com.cn) with subject “FC Financial Product Accountant – Name”

**Title: Synthetics Equity Finance Specialist Trainee**  
**Department: Equities Department**  
**Location: Hong Kong**

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**Job Description:**

This position is responsible for development of the business relationship with assigned institutional accounts (such as fund managers, corporations etc.). Develops knowledge of client needs and requirements and coordinates the firm's effort to serve client organizations. The job duties associated with this role may be expected to include:

- Develop tools in Python/Java to improve our productivity and enhance our trading
- Perform trade support to delta one flow business
- Automate existing trading process and new trading flows
- 30% of the time helping the team in its daily tasks
- Responsible for tasks under the guidance of the team's traders, based on the covered markets

**Knowledge**

- Thorough understanding of equity's trading business
- Prior knowledge of financial products and pricing will be positively considered
- Understanding the client's investment behavior and orientation.

**Skills and Abilities**

- Strong programming skills, with python preferred
- Effective communicator with fluent Mandarin and English
- Excellent interpersonal skills, integrating tact and diplomacy
- Self-confident & energetic
- Able to work in a fast paced environment

**Qualifications**

- Bachelor or Master degree in Math, Physics, Computer Science or similar
- Previous experience working in a dealing room would be an advantage, but not required

**Application method**

Interested students, please send the CV to [CICCHK\\_Recruiting@cicc.com.cn](mailto:CICCHK_Recruiting@cicc.com.cn) with subject "EQ Synthetics Equity Finance Specialist Trainee – Name"

***Disclaimer***

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## Equities Department

### 股票业务部

Position: Summer Intern – Sales Team

岗位名称：暑期实习生

Working Location: Hong Kong

工作地点：香港

Responsibilities:

职责描述：

This position is to be taken on by Intern who will be mainly responsible for assisting the institutional sales in daily tasks such as information gathering and research report interpretation. The candidate is also expected to provide extra support to the team in terms of data analysis and other necessary support functions. The duties and relevant training he/she will undertake include, but are not limited to:

实习生主要负责协助机构销售完成市场信息收集、研究报告解读等日常工作，并需要为

团队提供数据分析等其他必要支持工作。他/她将承担的职责和相关培训包括但不限于：

1. Market information gathering;  
市场信息收集；
2. Research report interpretation;  
研究报告解读；
3. Other data analysis support as and when necessary.  
必要时提供数据分析等其他支持。

Requirements:

任职要求：

1. 2021 Master and MBA graduates from reputable domestic and overseas universities;  
来自国内外知名高校的 2021 应届毕业生，具有研究生或 MBA 学历；
2. Economics or Finance majors preferred;  
金融、经济相关专业优先考虑；
3. Proficient in both English and Chinese;

中英文流利；

4. Passionate for financial market and sales job;

对于从事金融市场和销售工作有热情；

5. Effective communicator and strong self-starter;

具有良好的沟通能力和较强的自我激励能力；

6. Excellent interpersonal skills, integrating tact and diplomacy;

良好的人际交往能力，举止得体并擅于交际；

7. Self-confident and energetic;

自信并充满活力。

Interested students, please send the CV to [CICCHK\\_Recruiting@cicc.com.cn](mailto:CICCHK_Recruiting@cicc.com.cn) with subject “EQ Intern (Sales) – Name”

## Equities Department

### 股票业务部

Position: Summer Intern – Structured Product Team

岗位名称：暑期实习生

Location: Hong Kong

工作地点：香港

Responsibilities:

职责描述：

This position is mainly responsible for assisting on equities structured products' trading, structuring, risk management and other related issues. The job duties associated with this role include, but not limit to:

股票结构类产品岗位主要负责辅助股票结构性产品交易、设计和风险管理等相关工作。具体包括但不限于以下职责：

1. Assisting on equities OTC products trading, risk models and products structuring;  
辅助交易股票衍生品、完善风控模型和产品设计；
2. Assisting various projects for prime and synthetic prime brokerage;  
协助主经纪商以及类主经纪商业务中的各种项目；
3. Researching on market trading strategies;  
研究市场交易策略；
4. Involving in the discussion with investors, HF managers and Sales to provide analytical solutions to the HF managers.  
参与投资者、对冲基金经理、销售讨论，为对冲基金经理提供分析解决方案。

Requirements:

任职要求：

1. Understanding of derivative products, PB and Synthetic PB;  
熟悉掌握衍生品，主经纪商以及类主经纪商的相关知识；

2. Sound knowledge of the domestic and international capital markets;  
对于国内外资本市场有扎实的理解；
3. VBA knowledge and experience;  
掌握 VBA 技能并有实际应用；
4. Possess broad financial products and analytics knowledge and experience;  
掌握广泛的金融产品知识并具有分析经验；
5. 2021 Master or above graduates from reputable domestic and overseas universities;  
来自国内外知名高校的 2021 应届毕业生，具研究生或以上学历；
6. Proficient in both English and Chinese;  
普通话及英语流利；
7. Effective communicator and strong self-starter.  
具有良好的沟通能力和较强的自我驱动力。

Interested students please send the CV to [CICCHK\\_Recruiting@cicc.com.cn](mailto:CICCHK_Recruiting@cicc.com.cn) with subject "EQ Intern (Structured Product) – Name".