



## Company Overview

CLSA is Asia's leading capital markets and investment group, providing global investors with insights, liquidity and capital to drive their investment strategies. Award-winning research, an extensive Asia footprint, direct links to China and highly experienced finance professionals differentiate our innovative products and services in asset management, corporate finance, equity and debt capital markets, securities and wealth management. As the international platform of CITIC Securities (SSE: 600030, SEHK: 6030), China's largest investment bank, CLSA is uniquely positioned to facilitate cross-border capital flows and connect China with the world and the world to China. Founded in 1986 and headquartered in Hong Kong, CLSA operates from 20 cities across Asia, Australia, Europe and the United States. For further information, please visit [www.clsa.com](http://www.clsa.com).

**Position Title** : Junior FICC Structurer

Job location : Hong Kong

## Position Description

Support, marketing, and execution of FICC structuring solutions.

## Key Areas of Responsibilities

- Support senior structurers for origination, marketing, designing and execution of standard or bespoke structuring products, transactions in fixed income, currency and commodity asset classes, or related funds, indices, ETFs, management accounts, etc.;
- Work closely with sales or directly with clients for introduction or discussion of products or trade ideas;
- Collaboration closely with internal stakeholders for problem solving or approvals, such as departments of risk, legal, compliance, operation, finance, treasury and product control;
- Within CITIC Securities group, actively working closely with other business units to boost corporation of cross selling or deal execution, such as Wealth Management, IBD, or EQD, in the Beijing headquarter or other global offices.
- Familiarize and draft transaction documents of various products and derivatives, such as structure notes, ISDA-swaps, fund supplements/investment guidelines, GMRA-repo, fixed income securities-term sheets, SAC/NAFMII-swaps, etc, based on the master program or assets terms or definitions.

## Requirements

- Degree holder of economics, finance or related field, from global top universities.
- 1-3 years full-time relevant experience in FICC structuring or FICC trading or DCM or loan execution or structure finance or fund structuring roles. Excellent graduates with related internship experience at reputable financial institutions may also be considered.
- Business oriented strong numeric and logical senses and good quantitative analysis background.
- Proven record of team working, leadership, problem solving and deal making
- Excellent interpersonal and communications skills, who can be a bridge builder with one's knowledge and charisma
- Result oriented, dedicated, hardworking on one's own initiative whilst working under pressure and delivering on time with high level of integrity and flexibility, sense of urgency, attention to detail and quality standards
- Experience or knowledge in China/offshore cross-border business and policies is preferred.
- Fluent in written and spoken English and Chinese (Putonghua is preferred)

If you are seeking a dynamic environment in which to build your career in CLSA, please send your resume to [recruitment@clsa.com](mailto:recruitment@clsa.com). Kindly specify the position title in the email subject for job application.

CLSA may collect personal data from you for purposes relating to your engagement with the Company, including human resource management and other business and internal / external compliance purposes. Any personal information and /or data collected and held by the Company may be used by the Company or transferred (whether within/ outside Hong Kong) to any other parties within the Company, subsidiaries and affiliates of the Company, internal or external service providers, or any other relevant parties including governmental or regulatory authorities, for the above purposes.