

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 2017). 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, Middle East and North Africa.

For more information, please visit its website at 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

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Trainee Trader (One Year Contract)

Summary

The candidate will join one of our Fixed Income Markets Trading teams in Hong Kong.

Key Responsibilities

- Assist senior traders in daily operations;
- Support in spreadsheet maintenance / development;
- Carry out statistical studies and analysis;
- Participate in Product testing / model implementation;
- Structuring and pricing of interest rate derivatives products

Requirements

- Master/ Bachelor degree holders, with strong academic background in Accounting, Financial Engineering, Mathematics, Statistics, Finance, Economics or Engineering with less than 12 months' full time 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/ Cantonese is a plus

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Structuring Trainee (One Year Contract)

Position Summary

The cross-asset structuring team is organised regionally with the following mandate:

- Day-to-day pricing services, training and marketing to CIC Sales network of investment products and hedging solutions across asset classes:
 - Rates
 - FX / Precious Metals
 - Credit
 - Equity Derivatives
 - Cross-Assets (formerly known as “hybrids”)
 - “Alternative Solutions” e.g. secured funding, risk transfer solutions, Proprietary Indices...
- Foster cooperation and ensures a smooth execution process between trading and sales
- Design and develop new products, tools, materials responding to clients' needs and sales feedback and coordinate the internal development process (NAP, NAC, CSTC...)
- Local implementation or development of appropriate / tailor made “packaging” and “financing solutions” (EMTN, fund, loan, repack, flexi-loan, liquidity / risk transfer solutions) with a strong transactional motivation in order to optimise CA CIB's clients' objective versus risk, accounting and/or regulatory constraints.
- Coordination of the SFI cross-selling business with CIC Sales force regionally:
 - Definition and roll out of the acceptable risk parameters and best practices for the product line including participation in the structuring and negotiation of the transactions to ensure alignment with the defined risk parameters
 - Credit & Rates main point of contact for Structured Finance and sits in the relevant committee

Key Responsibilities

1. Strategy and Business Planning

- Liaise with the sales force regarding their client's financial requirements or targets, in terms of achieving return on investment, to identify a suitable compliant product that will produce the required results.
- Work in coordination with sales to propose products and solutions (pricing, strategy, pitch, client meetings...) for hedging, liability management and investment purposes.
- Work with trading, CVA desk, ALM or any other relevant department on specific scarce resources relief transaction or strategy.
- Prepare marketing materials for products (existing and new), for review by the customer, CACIB and Lawyers.
- Execute the transactions with Trading according to CACIB pricing policies.
- Ensure “best-in-class” trade execution from pre to post-trade to offer best client service, in continuous accordance with internal and external rules and regulations.
- Work closely with other regional structuring team to ensure efficiency of production and to leverage idea generation.
- Contribute to the development of new products (or adapt to local clients) by answering swiftly to reverse-enquiries, observing the competitor trends, modification of the regulatory environment or by providing new pricing tools / models.
- Maintain awareness of market changes and performance and the impact on products.

- Provide marketing assistance (including client visits) to the commercial division. Educate sales on using pricing systems and update them on any changes or new features (including CVA and LVA topics).
- Reporting to management of the pipeline, execution of transactions, counterparty risk exposures, sensitive files
- Be involved in ad-hoc projects regarding new product developments and new business initiatives.

Requirements

- Degree in a Mathematical subject or Finance related majors with less than 12 months of working experiences
- Internship experience in financial products for FX preferred
- Flexible, Creative, Innovative, Team Oriented and Analytical
- Mathematically minded with good understanding of product lines
- Ability to articulate complex matters and persuade decision makers; High ethical and professional standards
- Fluent in both written and spoken English and **native speaking in an Asian language (eg. Chinese, Korean, Japanese) would be a plus**

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DCM Trainee (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
- Class of 2017 Summer Graduates will be considered
- 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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Trainee, Market Risk (One Year Contract)

Summary

Performs P&L and risk consolidation reporting for Asia.

Key Responsibilities

- 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

- Degree in Risk Management, Finance, Quantitative Finance, Statistics, or Mathematics with less than 12 months of working experience
- Experience in product control or market risk function.
- In-depth knowledge of fixed income markets with good understanding on the mechanics of financial products typically on risks and P&L treatment.
- Proficient in Microsoft Excel, VBA programming, and database application (MS Access, SQL, Sybase).
- Excellent team player and ability to work under pressure in meeting deadlines.
- Excellent communication skill in both English and native language.

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Trainee, Market Activity Monitoring (One Year Contract)

Summary

Provides data support and automation solution to Market Activity Monitoring and Market Risk team.

Key Responsibilities

- Daily support on Veronics (Asia MAM core P&L and risk platform) across Asia region.
- Project management in automation/development of Asia MAM & risk processes.
- Ensure integrity, accuracy and consistency of P&L and risk data reported in various systems.
- Assist MAM & Risk Management in performing various ad-hoc analyses requiring significant data mining.
- Performs regular assessments on MAM processes, prepares monthly KPI to identify potential anomalies/problems in MAM production.

Requirements

- Possesses broad knowledge on fixed income activity, product control and market risk processes.
- Highly proficient in programming under LINUX / Windows NT platform with hands-on programming skills in Shell script programming (including Perl), VBA for MS Excel and Access, SQL (Sybase), C#.NET is a must. Programming skills in HTML5, CSS3, JSON, XML, JAVA, C++ and JAVASCRIPT is an advantage.
- Good understanding on database design optimization, data mining and business intelligence.
- Degree in Computer Science/Engineering with less than 12 months of full time working experiences.
- Excellent team player, with ability to manage and coordinate projects under deadline constraints.
- Excellent communication skill in English and native language.

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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