



INVESTMENT BANKING INTERNSHIP

FIXED INCOME

Who We Are:

Haitong Bank, S.A. is part of Haitong Securities Co. Ltd, which is one of the leading investment banks and securities firms in China. Haitong Group is present in 14 countries in Asia, Europe, North America and South America, providing securities brokerage, wealth management, investment banking, asset management, private equity, and financial leasing services. Haitong Bank offers expertise in financial products such as structured finance, capital markets, M&A advisory, corporate derivatives, fixed income and asset management, through its operations in Portugal, Spain, UK, Poland, Brazil and Macau.

Established in October 2021, the Haitong Bank Macau Branch is the first investment bank present in Macau. The Branch aims at capturing business flows in the Greater Bay area, and bridging the region with international markets, taking advantage of Haitong's worldwide presence and deep knowledge of the Chinese market. The Macau Branch offers investment banking services including financial advisory on Mergers and Acquisitions and Debt and Fixed Income services to Corporate, Institutional and Private Equity Clients.

Fixed Income Department:

The Fixed Income main areas of operation allow the Team to acquire significant expertise in the target markets, like Kungfu bond, Lotus Bond, FTZ bond and ensure a strong distribution capability of debt products to institutional investors.

The Fixed Income Division team covers four areas:

- Fixed Income Bank Book Investment
- Fixed Income Trading and Market Making
- Distribution to Institutional Clients
- Syndication

Haitong Bank has one internship vacancy for the Fixed Income department all year round.

Starting Date: Recruiting all year round (**Currently opened for applications to start January/February 2023**)

Internship Duration: 3 months

Vacancy: 1



Key Responsibilities:

As a trainee, your key tasks and responsibilities may include:

- Help onboard new counterparties and clients, collect KYC documents and do due diligence on potential investors.
- Analyze or prepare financial reporting and models (such as cash flow models and capital structure analyses);
- Perform financial analysis, Execute due diligence on new opportunities;
- Quant analysis on market performance and backtesting on specific sectors or names;
- Help draft daily report on China offshore bond market.

Profile:

- Currently enrolled in a Bachelor's or Master's Degree in Business, Finance, Accounting, Law or English Major (or relevant discipline);
- Fluency in English is mandatory;
- Fluency in Chinese (Mandarin);
- Ability to comfortably interact with business clients and senior management;
- Highly organized, detail oriented and proactive;
- Ability to conduct financial modeling/valuation and analytical skills;
- Energetic and decisive, with high level of integrity;
- Good analytical, technical problem solving, planning and organizational skills;
- Satisfactory interpersonal skills and be able to communicate effectively in presentations;
- Excellent knowledge and control of MS Office tools mainly Excel and PowerPoint.
- CFA, CPA, FRM exam passed is a plus.

If what you read inspires you, then do not hesitate to send us your CV to internships.macau@haitongib.com . We would love to hear more from you. Please note that we will only reply to selected applicants.

Haitong Bank is an equal opportunity employer and proud to provide equal employment opportunity to all job seekers. We are actively committed to ensuring that no individual is discriminated against on the grounds of age, disability, gender reassignment, marriage or civil partnership status, pregnancy and maternity, race, religion or belief, sex or sexual orientation.