

CLSA Broking Associate Internships – 2 Opportunities

Based: London **Salary:** £20,000 pro rata based on length of internship

Start date: March 2008 **Duration:** 14 weeks

CLSA is a leading brokerage, investment banking and private equity group in the Asia-Pacific Markets. Founded in 1986 and headquartered in Hong Kong, CLSA is a unit of France's Crédit Agricole, which merged in 2003 with Crédit Lyonnais, to form the fourth-largest bank in the world by assets and the second-largest bank in the world by Tier One capital. CLSA enjoys substantial staff ownership, which contributes to its independent stance and operations.

CLSA has more than 1,200 dedicated professionals spread across all Asian and international financial centres. Recognised as one of the top research, sales and execution houses in Asia, the company is known for its innovative and independent research. CLSA is consistently ranked in major industry polls, ranking: No.2 overall in Institutional Investor's All-Asia Research Poll 2005 and The Asset's Asian Equities Benchmark Survey 2005. CLSA has also been named as the 'Most Independent Research Brokerage House in Asia'.

Responsibilities:

The Broking Associates will have a full range of exposure to the broking business. This includes:

- **Research.** Researching and analysing companies across industries and making investment recommendations. This includes understanding macro and microeconomic factors regarding the industries as well as their key drivers. You would be developing financial models and internal and external corporate contacts. This includes actively marketing innovative ideas to an institutional investor base on a regional and global scale.
- **Sales.** Responsible for marketing and selling equities related to Asian markets to our institutional clients. This requires developing a detailed knowledge of our client base and understanding client needs. Working to CLSA's exceptional service standards, using advanced technology the individuals will track, evaluate and deliver our products to key clients.
- **Sales Trading.** Developing business sales relationships and maximising revenues from assigned institutional accounts. Learning the key drivers to expand the CLSA client base. The individuals will develop knowledge of products and trading techniques to service clients.
- **Working within our UK platform,** the individuals will be exposed to the full remit of our Asian product and business offerings. With a China product bias, they will interact with senior management and colleagues from all locations. Practical business projects will be assigned to ensure the participant develops a broad range of knowledge in terms of Institutional Broking.

Requirements:

- A passion for Broking and a demonstrated interest in a career in this area, shown through academic studies and/or previous work experience.
- Be studying for or have attained a Masters degree in Finance.
- Fluent reading, written and spoken English – TOEFL minimum score of 600, IELTS – 7.
- Good interpersonal skills - including ability to seek advice and guidance where necessary and to work independently and as part of a team.
- Demonstrated ability to take ownership of tasks and project ensuring delivery and overcoming challenges and setbacks.
- Excellent systems, analysis and problem-solving skills.
- Strong attention to detail and ability to self-review.
- Ability to plan, organise and work in a dynamic environment.
- Knowledge of Microsoft Word, Excel, and PowerPoint.

To apply for these opportunities, please contact the China Scholarship Council

www.csc.edu.cn

You will be required to complete a written application form and provide a copy of your CV in English as well as copies of your academic transcripts and TOEFL/IELTS scores.