



# Santander Asia Pacific

## Summer Internship 2021

If you want to develop your professional skills at Santander, now is the time.



 **Santander**  
Corporate & Investment Banking

## ABOUT BANCO SANTANDER, S.A.

### Santander Group

Banco Santander is a leading retail and commercial bank that provides retail and commercial banking, corporate and investment banking and private banking services. Founded in 1857 and headquartered in Spain, it has a meaningful market share in 10 core countries in Europe and the Americas, and is one of the largest bank in the euro zone by market capitalization.



People  
**192,578**  
employees



Customers  
**147**  
million



Communities  
**2**  
million people  
financially  
empowered in 2020



Shareholders  
**4.1**  
million

### OUR VALUE SIMPLE | PERSONAL | FAIR

Our culture — The Santander Way — is aligned with our corporate strategy. It encompasses our purpose, our aim and our ways of working. It is the cornerstone of our bank — a responsible bank. Simple, Personal and Fair is how we work and that is the behaviour expected of our corporate culture.

### Santander Asia Pacific

Banco Santander presents in Asia since 1993 focusing on **Santander Corporate & Investment Banking** — the wholesale business division of Banco Santander that supports **corporate and institutional clients**, offering:

Fully integrated coverage across all geographies



Cross-border  
capabilities

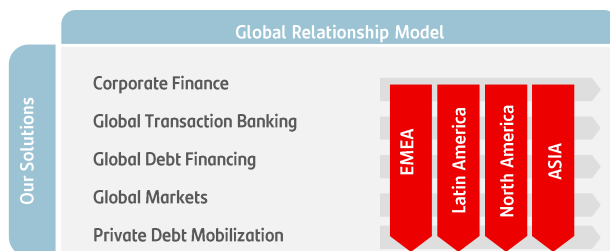


Tailor-made  
solutions



Local  
expertise

Our extensive range of products is divided into 5 core business areas:



**For more, please visit our website:**  
<https://www.santander.com/en/home>  
Or Scan the QR Code.



# SANTANDER ASIA PACIFIC INTERNSHIP PROGRAM

Having a diverse range of business areas, our Internship program is the perfect place to give you the exposure to the breadth of banking activities and collaborating with professionals across the business, locally and globally.

## Hear From Our Alumni:



*"The internship is all about growth: you gain industrial insight, build interpersonal relationships, learn from the unfamiliar, and explore your potential."*

**Natalie Kwok**

**The Hong Kong University of Science and Technology**  
2020 Intern - Regulatory Affairs & Compliance, COO Office



*"Intellectually rewarding and mentally stimulating experience which allows me to cultivate a strong work ethic."*

**Daniel Lim**

**National University of Singapore**  
2020 Intern - Banking & Corporate Finance



*"The journey at Santander is really beyond my expectation. This summer internship is a precious opportunity for college students to have a deeper understanding of how the banking industry works and learn from industry professionals."*

**Angela Guo**

**Nanyang Technology University**  
2020 Intern, Global Markets



*"Santander Summer Internship demonstrates perfectly the qualities of internship – practical and multiple engagements to the departmental frameworks, all-rounded banking knowledge sharing by directors in Santander Bank, and expansion of your financial industry network."*

**Harris Wong**

**The Chinese University of Hong Kong**  
2019 Intern, Compliance

We look for an adaptable, personable team player with a 'can-do' attitude. A commitment to personal development and clear motivation for a career in banking are also fundamental to your success.

## Program Information

### Duration

**10 weeks**

from June to August

HK & SG: 1 Jun to 8 Aug

China: 1 Jul to 31 Aug

### Requirement

- **Bachelor** or **Master student** in your penultimate year depending on the position
- Passion for leadership and collaborative to work
- Genuine interest in the financial industry
- Self-motivated and able to solve problems effectively
- Excellent interpersonal skills
- Confidence to speak up with great ideas and embrace change

**Application Deadline on 16 April 2021 in HK & SG, 14 May 2021 in China**

*We regret that only shortlisted candidates will be invited for an interview.*

# 2021 SUMMER VACANCIES

## Hong Kong

- [Banking & Corporate Finance](#)
- [Financial Control](#)
- [Financial Management](#)
- [Global Debt Financing](#)
- [Global Markets – Trading](#)
- [Global Markets - Sales](#)
- [Global Transaction Banking – Corporate Sales](#)
- [Global Transaction Banking - IFI & Product Mgmt](#)
- [Information Technology](#)
- [Regulatory Affairs & Compliance, COO Office](#)
- [Risk – Credit Risk](#)
- [Risk – FI & Country Risk](#)

## Beijing

- [Banking & Corporate Finance](#)
- [Global Transaction Banking](#)

## Shanghai

- [Banking & Corporate Finance](#)
- [Financial Control](#)
- [Global Transaction Banking](#)

## Singapore

- [Banking & Corporate Finance – South East Asia](#)
- [Banking & Corporate Finance – Multinationals Division](#)
- [Global Transaction Banking](#)



## Banking & Corporate Finance

Grad / Undergrad

### Job Description

This intern will support the origination and execution of M&A transactions in Asia Pacific, assisting the Team Head to originate and execute Corporate Finance business and supporting the Team's overall activities in the region.

### Duties and Responsibilities

- Assist with the origination and execution of merger & acquisition transactions with APAC clients, helping the Corporate Finance Asia Pacific team to interface with Santander M&A sector and local teams in other geographies, including in relation to coordinating data room work, preparing presentations for clients & requests for proposal (RFPs), coordinating and reviewing the work of our clients' other external advisors, engaging and representing the client in discussions with the other party's advisors
- Supporting overall project management, including assistance with the data analysis and drafting and appraisal of information memorandum, business plans and financial models
- Assist in the coordination of due diligence activities and review of transaction documentation and timetables
- Support the team performing the financial valuation, discounted cash flow and multiples-based analyses
- Assist in the origination and marketing of Corporate Finance engagements by preparing pitch books and actively participating in meetings with potential clients

### Requirement

#### Profile, Faculty and Discipline:

Graduate or Undergraduate in Business Management & Economics or MBA.

#### Experience and Skills:

- Prior internship experience of M&A and/or transaction advisory experience preferably acquired from leading international investment banks
- Strong intrapersonal client and networking skills, preferably with prior experience and close interaction with Asia corporates and financial institutions
- Strong qualitative and quantitative valuation and analytical skills and familiarity with customary corporate finance data bases, analysis tools and software applications
- Strong written, communication and presentation capabilities

#### Languages:

- High fluency in spoken and written Mandarin and English. Any other language is added value.

### Application

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## Financial Control

Grad / Undergrad

### Job Description

This intern will understand and assist to Financial Control team daily accounting, reporting and consolidating process. And full view training on how the Management Information Reporting and consolidation accounting does it works.

### Duties and Responsibilities

- Assist with accounting and Management Information Reporting related with Special Propose societies where their main assets are a finance lease.
- Learn how Financial Control produces the accounting information and participate in all the steps where the management control data is built in order to satisfy all the regulatory, internal financial reporting for our director line and understand the most relevant Head Office information request.
- Participate and understand our actual developing IT projects which will improve the efficiency/speed/accuracy of Financial Control reporting

### Requirement

#### Profile, Faculty and Discipline:

Graduate or Undergraduate in Accounting or Banking & Finance or MBA.

#### Experience and Skills:

- Formal knowledge in accounting/business.
- Clear motivation for a career in banking
- Problem solving approach oriented and customer focused.
- Teamwork and team spirit focused including flexibility and personal initiative.
- Very good Excel, Access, VB, Power BI

#### Languages:

- High fluency in spoken and written English. Any other language is added value.

### Application

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## Financial Management

Grad / Undergrad

### Job Description

This intern will support Santander APAC CFO in the treasury and structural risk management (liquidity, interest rate & FX risk) of the Santander corporate and Investment banking branches in Hong Kong, Singapore, Shanghai and Beijing.

### Duties and Responsibilities

- Develop relevant risk management models.
- Analyze and present financial information to the CFO and the rest of management body of the branch.
- Financial planning: Analyze business evolution in order to anticipate balance sheet dynamics and risks.
- Support financial management team in projects of different discipline within the scope of the CFO.

### Requirement

#### Profile, Faculty and Discipline:

Graduate or Undergraduate in Finance, Business Administration, Engineering, Mathematics or MBA. Basic financial knowledge is required.

#### Experience and Skills:

- Good analytical and math skills, focused on problem solving.
- Good communication skills, Being able to process and communicate complex reasoning.
- Inquiring mind, being able to successfully absorb new concepts fast.
- Advance Microsoft office pack user. Programming skills valuable.

#### Languages:

- High fluency in spoken and written English. Any other language is added value.

### Application

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## Global Debt Financing

Grad / Undergrad

### Job Description

This intern will support the asset and project financing activities through a rotation across the three teams i.e. Asset Back Finance, Project Finance and Credit Origination (approx. 4 weeks with each). Get a basic understanding of the global debt financing business with focus in Asia Pacific & Middle East.

### Duties and Responsibilities

- Collaborate with senior finance colleagues and internal stakeholders to promote and develop Santander's Global Debt Finance franchise in the Asia Pacific region.
- Provide research support functions identifying new business opportunities in Asia Pacific & Middle East.
- Assist with business origination activities and preparation of marketing materials.

### Requirement

#### Profile, Faculty and Discipline:

Graduate or Undergraduate in Finance, Economics, Civil Engineering, Computer Science, Data Science or MBA.

#### Experience and Skills:

- Excellent communication skills (ability to speak in front of a broad audience and express ideas clearly).
- Basic knowledge of Bloomberg Terminal will be viewed favorably.

#### Languages:

- High fluency in spoken and written Chinese (Cantonese & Mandarin) and English. Any other language is added value.

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## Global Markets – Trading

## Undergrad

### Job Description

This intern will work on various excel or python driven programs to help measure trading risks and support development of trading capital measurement.

### Duties and Responsibilities

- Assist traders to work on python or MS Excel Programming to help managing trading risk and price discovery
- Assist head of trading and business manager to work on new product and strategies.
- Work with risk to understand risk framework and parameter. Propose solution to improve or streamline the process
- Work with Sale to understand client dynamic
- Read & share trading ideas, market colors etc.

### Requirement

#### Profile, Faculty and Discipline:

Undergraduate in Finance, Math or Computer Science with strong quantitative background.

#### Experience and Skills:

- Working knowledge of VBA python, C++, visual basic or any object oriented experience.
- Some basic mathematical skills including stochastics or probability and economics knowledge
- Problem solving approach oriented.
- Teamwork and team spirit focused including flexibility and personal initiative.
- Self-starter

#### Languages:

- High fluency in spoken and written English. Any other language is added value.

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## Global Markets – Sales

Grad / Undergrad

### Job Description

This intern will learn about the basic sales function and products during the internship.

### Duties and Responsibilities

- Market research & client wallet analysis on a particular Global Markets product
- Product research and business opportunity assessment
- Assisting in the development of detailed financial analysis, client analysis and product analysis.
- Assisting in the development and composition of presentation materials including: pitch books, Confidential Information Memorandums and other marketing materials.
- Assisting in conducting quantitative and qualitative industry research and analysis.
- Performing other operational and administrative tasks as needed.

### Requirement

#### Profile, Faculty and Discipline:

Graduate or Undergraduate in Economics, Finance, Mathematics or Computer Science.

#### Experience and Skills:

- High motivation
- Excellence in analytical, quantitative and communication skills.

#### Languages:

- High fluency in spoken and written Chinese (Cantonese & Mandarin) and English. Any other language is added value.

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## Global Transaction Banking – Corporate Sales

Undergrad

### Job Description

This intern will have a better understanding of the fundamental Global Transaction Banking (GTB) business in the Corporate Clients segment.

### Duties and Responsibilities

- Support GTB Sales' commercial activities including preparation of sales pitches and marketing materials.
- Perform market research, financial analysis using working capital advisory approach and credit risk approval proposal.
- Assist Product Specialist team in structuring and executing trade and supply chain solutions.
- Writing call memo.
- Assist in documentations and execution of GTB transactions.
- Participate in client calls and meetings.

### Requirement

#### Profile, Faculty and Discipline:

Undergraduate in Business-related, Economics or other relevant field of study.

#### Experience and Skills:

- Good credit analytical and presentation skills
- We look for an adaptable, personable team player with a 'can-do' attitude. A commitment to personal development and clear motivation for a career in Global Transaction Banking business are also fundamental to your success.
- Problem solving approach oriented and customer focused.
- Very good interpersonal skills and diplomacy.
- Teamwork and team spirit focused including flexibility and personal initiative.
- Very good computer skills specifically in Excel and PowerPoint
- Eager to learn.

#### Languages:

- High fluency in spoken and written Chinese (Cantonese & Mandarin) and English. Any other language is added value.

### Application

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## Global Transaction Banking – IFI & Product Mgmt

Undergrad

### Job Description

This intern will have better understanding of banking and Global Transaction Banking business. Support Trade Product team and Financial Institution team within Global Transaction Banking. Focus on market research, client analysis and structuring solutions for corporate and Financial Institution on trade finance and structure trade solutions

### Duties and Responsibilities

- Data analysis, conduct market research on trade flow, business dynamics, global economy and their impact on the GTB business.
- Work closely with the team, on clients' deep dive: analyses their business requirements and providing solution which matches with Santander capability and footprint.
- Involve in deal structuring; discussion with clients and work on proposals on trade finance and structure trade solutions for corporate and Financial Institution clients.

### Requirement

#### Profile, Faculty and Discipline:

Undergraduate in Business Administration/ Economics/ Accounting & Finance or other relevant field of study.

#### Experience and Skills:

- Formal knowledge in accounting/finance.
- We look for an adaptable and personable team player with a 'can-do' attitude. A commitment to personal development and clear motivation for a career in banking and finance are also fundamental to your success.
- Solution driven approach with customer focus.
- Very good interpersonal skills and diplomacy.
- Teamwork and team spirit focused including flexibility and personal initiative.
- Excellent computer/software skills especially on Excel and PowerPoint.
- Detail oriented and eager to learn.

#### Languages:

- High fluency in spoken and written Chinese (Cantonese & Mandarin) and English. Any other language is added value.

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## Information Technology

Grad / Undergrad

### Job Description

This intern will support system analysts for maintaining and improving business systems and IT infrastructure for an organization and its clients.

### Duties and Responsibilities

- Determination of requirements, designs, builds, tests, implements, maintaining and enhancing business systems.
- Determining proper installation parameters for software and hardware, for smooth integration, transition and efficiency - Evaluation of system specifications for business requirements.
- Analyzing, detecting, identifying and correcting technical problems and deficiencies.
- Monitoring and collecting data on system performance - Optimizing the IT Systems.
- Planning, developing and implementing backup and recovery procedures.
- Assisting and training customers / users.
- Working closely with management to prioritize business goals and information needs.

### Requirement

#### Profile, Faculty and Discipline:

Graduate or Undergraduate in Science or Technology.

#### Experience and Skills:

- Strong analytical skills, problem-solving abilities, excellent interpersonal skills
- knowledge of current technologies

#### Languages:

- High fluency in spoken and written Chinese (Cantonese & Mandarin) and English. Any other language is added value.

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## Regulatory Affairs & Compliance, COO Office

## Undergrad

### Job Description

This intern will work closely with all departments in Shanghai, Beijing, Hong Kong and Singapore to ensure the control adherence and process enhancement.

### Duties and Responsibilities

- Coordinate relevant stakeholders in the planned projects, such as on local regulatory gap analysis - CBIRC Operational Risk framework.
- Facilitate on vendor/ outsourcing management related tasks for both Hong Kong and Shanghai vendor management team, including contracting documentation repository and Key Performance Indicator (KPI) reporting standardization.
- Work with regional team on daily 1st line control if required for HK and Shanghai teams · including Operational Risk event reporting, Key Risk Indicator (KRI) reporting etc.

### Requirement

#### Profile, Faculty and Discipline:

Undergraduate in Risk Management or Finance.

#### Experience and Skills:

- We look for an adaptable, personable team player with a 'can-do' attitude. A commitment to personal development and clear motivation for a career in Operational risk and Regulatory Control
- Problem solving approach oriented and detailed oriented
- Very good interpersonal skills and diplomacy.
- Teamwork and team spirit focused including flexibility and personal initiative.
- Very good computer skills, Excel, Power Point
- Eager to learn

#### Languages:

- High fluency in spoken and written Mandarin and English. Any other language is added value.

### Application

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## Risk – Credit Risk

Grad / Undergrad

### Job Description

This intern will act as corporate credit risk analyst. Covering a portfolio of top Asian corporates. This post is ideal to deepen into real world financial analysis which ultimately ends up in rating companies. Credit Risk Team is also responsible for a sanity check of business proposals aiming to assure the Banks gets proper reward for the risk undertaken.

### Duties and Responsibilities

- Supporting in financial analysis and company rating.
- Support Credit Committees organization
- Participate first hand on credit decision making process.
- Data gathering and organization for portfolio analysis.

### Requirement

#### Profile, Faculty and Discipline:

Graduate or Undergraduate in Business or Economics.

#### Experience and Skills:

- Financial knowledge is assumed.
- Financial data gathering and analysis is essential.
- Eagerness to learn and cooperate.
- Love and good at public presentation.

#### Languages:

- High fluency in spoken and written English. Any other language is added value.

### Application

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## Risk – FI & Country Risk

## Undergraduate

### Job Description

This intern will act as junior risk analyst and carrying out different tasks related to data analysis and information collection.

### Duties and Responsibilities

- Financial data and information collection.
- Gather and analyze market information on the development and trends of financial systems in the Asia Pacific regions.
- Analyze economic, political and regulatory development, and their impacts on the country and financial markets.
- Help building database for credit monitoring and reporting purpose.

### Requirement

#### Profile, Faculty and Discipline:

Undergraduate in Business, Accounting, Economics or Finance.

#### Experience and Skills:

- Advanced Microsoft Office skills (proficiency in excel macro will be an added advantage).
- Very good interpersonal skills and diplomacy.
- Teamwork and team spirit focused including flexibility and personal initiative.
- Hard working and eager to learn.

#### Languages:

- High fluency in spoken and written Chinese (Cantonese & Mandarin) and English. Any other language is added value.

### Application

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## Banking & Corporate Finance

Grad / Undergrad

### Job Description

This intern will work as junior analyst in the Asia Infra and Financial Sponsors team to support bankers' with daily business asks. To perform assigned industry/ theme research to facilitate the team's strategic setting for further business development.

### Duties and Responsibilities

- Support Banking & Corporate Finance banker's needs across teams
- News clipping
- Document translation (English to Chinese)
- Basic account KYC
- Meeting planner- Agenda/ Logistics
- Infra Sector analysis (task for one month)
- Support ESG theme co-ordination, and refreshed ESG market update

### Requirement

#### Profile, Faculty and Discipline:

Graduate or Undergraduate in Economics, Accounting.

#### Experience and Skills:

- Proficiency in Microsoft office (Word, Excel, PPT).
- Good analytical skill.
- CFA candidate preferred.

#### Languages:

- High fluency in spoken and written Chinese and English. Any other language like Spanish is added value.

### Application

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## Global Transaction Banking – ECA

## Undergraduate

### Job Description

This intern will assist the client exploration of China inbound ECA business development and preparing Pitch book, research work regarding potential client and sectors and review of documentation.

### Duties and Responsibilities

- Working on Excel calculation, Power Point preparation, Reviewing simple document regarding China ECA business.
- Working on market research of potential China Inbound ECA deals.
- Good team collaboration with ECA product teams in Asia (Hong Kong), Global (Madrid) and other geographies.

### Requirement

#### Profile, Faculty and Discipline:

Undergraduate in Finance, Law, Accounting, Economics, Business or Language (English / Spanish).

#### Experience and Skills:

- Formal knowledge in finance.
- We look for an adaptable, personable team player with a 'can-do' attitude. A commitment to personal development and clear motivation for a career in banking and finance are also fundamental to your success.
- Problem solving approach oriented and customer focused.
- Very good interpersonal skills and diplomacy.
- Teamwork and team spirit focused including flexibility and personal initiative.
- Very good computer skills.
- Eager to learn..

#### Languages:

- High fluency in spoken and written Mandarin and English. Any other language is added value.

### Application

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## Banking & Corporate Finance

## Undergraduate

### Job Description

This intern will support bankers in daily basic paper work, marketing and admin routines to serve internal and external needs, and make sure the high quality service to be provided to the client.

### Duties and Responsibilities

- Assist the onboarding of new clients and annual review of existing clients of Power & Energy Sector with preparation of ESG questionnaire, Business Plan, credit proposals, KYC and on-going maintenance, etc.;
- Liaison with Middle Office and Back Office to ensure the smooth execution of the deal, and in-time feedback on client inquiry in terms of operations in Shanghai, and other branches (if necessary);
- Work on Presentation for internal and marketing use;
- Monitor and update on Power & Energy market intelligence, company/sector analysis, and information collection for internal inquiry from management, risk and product partners, etc.;
- Assist in preparation of regulatory reports related to BCF;
- Assist in organizing Senior Client meetings/ visits, IT support or logistics (if required);
- Assist in ad-hoc projects/ task as assigned.

### Requirement

#### Profile, Faculty and Discipline:

Undergraduate in Finance, Accounting, Economics or Energy related.

#### Experience and Skills:

- Knowledge in finance & accounting.
- Proficiency in Microsoft office (Word, Excel, PPT).

#### Languages:

- High fluency in spoken and written Mandarin and English. Any other language is added value.

### Application

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## Financial Control

## Undergraduate

### Job Description

This intern will act as Financial Control Department assistant.

### Duties and Responsibilities

- Prepare financial report - IBS based on system report daily morning;
- Check and identify any irregular ledger balance, such as expense account, balances of abnormal account, etc. and notify relevant departments;
- Help prepare management margin and Daily Management Accounts BSSH report;
- Review all claim documents that require to be paid from the FC. For the documents that do not meet the requirements, return them to the relevant departments in a timely manner;
- Prepare accounting entries for approved claim documents in EQ system;
- Help to estimate the current month's accrued expenses according to the budget to ensure that the expenses are properly apportioned in a fiscal year;
- Send FX summary report to relevant department in the next day after posting expense in EQ system;
- Clear other receive and other payable account , and track the progress if the related account can't be cleared;
- Prepare tax declaration and accounting entries and posting in EQ system after declaration;
- Prepare group report according to the deadline of regional office;
- Complete other temporary requirement by Finance Controller.

### Requirement

#### Profile, Faculty and Discipline:

Undergraduate in Finance or Accounting.

#### Experience and Skills:

- Formal knowledge in accounting or tax.
- Problem solving approach oriented and customer focused.
- Very good interpersonal skills and diplomacy.
- Teamwork and team spirit focused including flexibility and personal initiative.
- Very good computer skills.
- Eager to learn.

#### Languages:

- High fluency in spoken and written Mandarin and English. Any other language is added value.

### Application

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## Global Transaction Banking

## Undergraduate

### Job Description

This intern will build the foundations, technical knowledge in Global Transaction Banking, business acumen and get the hands-on experience on dealing with top-tier MNC corporates.

### Duties and Responsibilities

- Support GTB Sales' commercial activities including preparation of sales pitches and marketing materials.
- Perform market research, financial analysis using working capital advisory approach and credit risk approval proposal.
- Work closely with MNC coverage team in client prospecting.
- Participate in client calls and meetings.
- Writing call memo after a client meeting.
- Assist in documentations and execution of GTB transactions.

### Requirement

#### Profile, Faculty and Discipline:

Undergraduate in Business related study.

#### Experience and Skills:

- Good credit analytical and presentation skills
- Problem solving approach oriented and customer focused
- Good communication and interpersonal skills
- Very good computer skills specifically in Excel and PowerPoint
- Eager to learn

#### Languages:

- High fluency in spoken and written Mandarin and English. Any other language is added value.

### Application

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## Banking & Corporate Finance – South East Asia

Grad / Undergrad

### Job Description

This intern will learn about relationship management & acquire a broad based understanding of Santander's product offerings in Asia and across our network geographies as well as market leading products & solutions, such as Export Agency Finance, Working Capital solutions, Cross Border FX hedging solutions, Corporate Finance, etc. And also get a global perspective of Santander's core markets in Europe, Latin America and North America.

### Duties and Responsibilities

#### Marketing / Origination

- Support in the preparation of presentations, pitches and marketing materials for internal stakeholders and external clients
- Perform market research on existing and potential new clients, with a view of helping BCF identify new potential business opportunities.
- Support in on-boarding new client entities, periodic KYC reviews, preparation of client business plans and risk submissions (BCF related sections).
- Close collaboration with Business Partners, such as Risk, Product Specialists, Middle and Back Office in Asia, as well as Local Account Officers and relevant colleagues in Santander network countries.
- Participate in client calls and meetings, with the preparation of client presentation material, pre-call briefing memo and call reports.

#### Governance

- Support in portfolio analysis & monitoring, such as the monitoring of the SE Asia portfolios to ensure no inadvertent credit excesses, accurate revenue tagging in relevant systems/ reports and returns are within approved framework.
- Establish pipelines review with product partners: and subsequently the implementation status to ensure the time to revenue.

### Requirement

#### Profile, Faculty and Discipline:

Graduate or Undergraduate in Finance, Banking, Accounting or Economics.

#### Experience and Skills:

- Formal knowledge in credit analysis, banking, corporate finance and/or accounting.
- Problem solving approach oriented and customer focused. Proactive in searching for new and creative ideas to enhance client experience with the bank, facilitate the origination of new to bank opportunities, and/or improve processes within the bank.
- Very good interpersonal skills and diplomacy. Keen learner, highly self-motivated with strong initiatives.
- Teamwork and team spirit focused including flexibility and personal initiative.
- Very good computer skills, especially in PowerPoint & Excel.

#### Languages:

- High fluency in spoken and written English. Any other language like Spanish is added value.

### Application

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## Banking & Corporate Finance – Multinationals Division

Undergrad

### Job Description

This intern will gain the foundations, technical knowledge, business acumen and hands-on experience to develop a rewarding career in Corporate Banking. .

### Duties and Responsibilities

- Client prospecting; identification of new clients through mapping the presence in South East Asia of existing MNC clients of the bank headquartered in other geographies and discuss the potential opportunities with the client's Global Account Officer
- Preparation of client business plans
- Participate in client calls and meetings and preparation of call/meeting memos
- Work closely with the product teams (Global Transaction Banking, Global Markets, Global Debt Financing, etc.) to prepare and deliver tailor-made solutions to our clients
- Assist the Credit team with the credit analysis and reviews of clients
- Assist the Client Management team with the onboarding of new clients

### Requirement

#### Profile, Faculty and Discipline:

Undergraduate in Business Administration, Economics, Finance or other relevant field of study .

#### Experience and Skills:

- Problem solving approach oriented and customer focused.
- Very good interpersonal skills and diplomacy.
- Teamwork and team spirit focused including flexibility and personal initiative.
- Very good computer skills especially in Excel and PowerPoint.
- Eager to learn.

#### Languages:

- High fluency in spoken and written Mandarin and English. Any other language is added value.

### Application

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## Global Transaction Banking

## Undergraduate

### Job Description

This intern will have a better understanding of the fundamental Global Transaction Banking business in the Corporate Clients segment.

### Duties and Responsibilities

- Support GTB Sales' commercial activities including preparation of sales pitches and marketing materials.
- Perform market research, financial analysis using working capital advisory approach and credit risk approval proposal.
- Assist Product Specialist team in structuring and executing trade and supply chain solutions.
- Writing call memo.
- Assist in documentations and execution of GTB transactions.
- Participate in client calls and meetings.

### Requirement

#### Profile, Faculty and Discipline:

Undergraduate in Business related, Economics or other relevant field of study.

#### Experience and Skills:

- Good credit analytical and presentation skills
- Problem solving approach oriented and customer focused.
- Very good interpersonal skills and diplomacy.
- Teamwork and team spirit focused including flexibility and personal initiative.
- Very good computer skills specifically in Excel and PowerPoint
- Eager to learn.

#### Languages:

- High fluency in spoken and written Mandarin and English. Any other language is added value.

### Application

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Summer Internship Program 2021

