GLOBAL BANKING AND MARKETS
SUMMER INTERNSHIP OPPORTUNITIES – ASIA PACIFIC

Are you looking for a challenging but rewarding summer opportunity? There’s no better place to be than HSBC!

A summer internship at HSBC is an enriching programme which will give you hands-on experience working in a global financial institution and will help you decide whether a career in Global Banking and Markets and at HSBC is right for you. Our summer analyst programmes offer penultimate year undergraduates (graduating in 2013) a 8 to 10-week placement either in the Hong Kong or one of our regional offices between June and August 2012. During the programme, you will complete a comprehensive induction programme, be fully integrated into a core business area and make a valuable contribution to real transactions. You will enjoy a busy calendar of business briefings, technical and soft skills training, workshops and social events. You will have the opportunity to gain vital experience in your chosen business area and test yourself in a world-class workplace. There will be regular performance feedback and discussions with your managers on your strengths and development areas. You will also have advice and encouragement from your mentor and buddy. The summer analyst programmes will also provide us with an opportunity to assess your skills, talents and future potential, with a view to offering you a full-time analyst position in 2013.

GLOBAL BANKING ADVISORY GROUP
SUMMER ANALYST PROGRAMME

With offices in Hong Kong, Singapore, Seoul, Shanghai, Beijing, Jakarta, Mumbai and Ho Chi Minh City, Global Banking Advisory (also known as Strategic Transactions Group) represents a professional team of bankers offering deep market and product knowledge and first-class execution to clients in the region.

Leveraging on our global platform and the extensive client network of the HSBC Group, our investment bankers focus on the origination and execution of cross-border and domestic corporate finance and mergers and acquisitions assignments, divestitures and financial restructurings, and the provision of a range of strategic financing solutions to our clients involving international and domestic debt and equity capital markets, and leveraged finance.

As a summer analyst with us in Hong Kong or one of our regional offices, during the programme, you will experience what it will be like to be a part of a 100 plus elite team of investment banking professionals in the most exciting and dynamic part of the world. From the day you join, you will be assuming responsibilities similar to those of our full-time analysts. You will be encouraged to become an active team member and you will work alongside, and learn from experienced bankers covering our different geographic and sectoral businesses. You will also have the opportunity to be involved in various aspects of our profession from business origination to live deal execution.

This is a very demanding and challenging role. You will need to demonstrate that you strive for excellence. You will need to have immense determination and commitment, coupled with strong business acumen and commercial sense. You must generate ideas and solutions quickly, must be resilient and be able to perform well under pressure. You also need to be a good communicator and team player with a strong interest in the global finance market.

GLOBAL BANKING CLIENT MANAGEMENT
SUMMER ANALYST PROGRAMME

Global Banking Client Management delivers a comprehensive range of financial products and services to many of the world’s top-tier corporate and institutional clients. Our proposition is based on three key strengths: 1) overall relationship management as client’s trusted points of contact on local, regional and global bases; 2) country and industry specialization, and 3) extensive international network. Global Banking Client Management is responsible for nurturing and building long-term relationship by working closely with a variety of product specialists to deliver a comprehensive range of services, such as treasury, capital markets, strategic advisory and investment management to over 3000 corporate and institutional clients globally. Our global teams comprise talented and experienced relationship managers who possess detailed knowledge of industry trends and country specific issues. Global Banking Client Management is also responsible for the origination and ongoing management of credit and lending products, which underpin HSBC’s relationship with our clients.
Throughout the programme in Hong Kong, you will develop your personal qualities and gain invaluable insights on Global Banking Client Management through challenging tasks and projects with mentoring from your managers. Coupled with regular assessments from your managers, you will be given feedback on your strengths, development areas and potential for developing an appropriate career plan upon graduation. You will also have substantial opportunity to network with professionals across the HSBC Group, which will prove useful in your future career.

We are looking for highly motivated and success-oriented candidates. As one of our core strengths is establishing long-standing and trusted advisor relationships with senior professionals within our client base, you will be required to possess the confidence, articulation and communication skills necessary to deal with people at all levels, both internally and externally. You should also have strong commercial acumen with a flair for credit analysis and problem solving, an outgoing personality and the ability to work under pressure.

QUALITIES

For Global Banking Advisory (also known as Strategic Transactions Group) Summer Analyst Programme or Global Banking Client Management Summer Analyst Programme, academically, you will need a 2.1 honours degree or Second Class Upper Division or minimum GPA of 3.2/4.0 or 4.0/5.0 or 8.5/12.0 or equivalent, preferably in finance, economics, law, accounting or related field. Fluency in written and spoken English and Chinese (Cantonese or Mandarin), any key Asian language is extremely desirable.

GLOBAL BANKING PROJECT AND EXPORT FINANCE SUMMER ANALYST PROGRAMME

Project and Export Finance is a specialized product team within Global Banking which delivers creative financial structures to support clients in the development of large-scale projects. With a global footprint second to none, we offer clients deep local knowledge coupled with global reach in engineering value-added solutions. The team is recognized as the number one project finance team globally winning the Euromoney’s 2011 Best Infrastructure and Project Finance House and The Banker’s Most Innovative in Infrastructure & Project Finance award three years running in addition to 41 other awards in 2010. We originate structure and execute innovative transactions through our roles as Financial Advisor, Mandated Lead Arranger and Bond Bookrunner. The Equator Principles are also integral to our financing solutions.

While in Hong Kong, you will be connected to a pool of professionals across the Asia-Pacific, Europe, EMEA and the Americas. Day-to-day, you will work closely with a mentor on live advisory, debt arranging, derivative, debt or capital markets transactions. You will gain experience across a range of geographies and sectors which may include power & renewables; infrastructure & transport; oil, gas & petrochemicals; and metals & mining. After the programme, you will understand what it takes to be part of HSBC’s award winning project finance team from client marketing, financial modelling and project risk analysis to deal structuring and execution.

We seek individuals committed to a high standard of performance who are open to a unique challenge. You will draw on your strong analytical, interpersonal and communication skills during your internship. Candidates with an ability to work well under tight deadline, and having a keen interest in international finance and working across different cultures will find the programme most rewarding.

QUALITIES

For Global Banking Project and Export Finance Summer Analyst Programme, academically, you will need a 2.1 honours degree or Second Class Upper Division or minimum GPA of 3.2/4.0 or 4.0/5.0 or 8.5/12.0 or equivalent, preferably in finance, international studies, environmental studies or related field. Fluency in written and spoken English, Mandarin is a plus.
GLOBAL MARKETS SUMMER ANALYST PROGRAMME

HSBC’s Global Markets business is one of the largest of its kind in the world, with significant treasury operations in over 60 countries and territories, and more than 4,000 dealing and support staff. From a position of strength in the foreign exchange markets, FX derivative and risk management advice services, we are able to provide sophisticated 24-hour confidential global online and offline coverage to our clients from our centres in the Hong Kong, London and New York.

Global Markets specialises in foreign exchange, credit and rates, structured derivatives, equities and debt, equity and equity-linked capital markets.

As a summer analyst in Hong Kong, you will have the opportunity to gain vital experience in one of the chosen disciplines: Sales or Trading. You will develop your personal qualities, sharpen your technical skills and gain invaluable insights on Global Markets through challenging tasks and projects. There will also be regular performance feedback discussions with your managers on your strengths and development areas along with advice and encouragement from your mentor and buddy. There will also be numerous opportunities to become acquainted with professionals across the HSBC Group, helping you to develop a network that will prove useful in your future career.

We are looking for strongly numerate, analytical, confident and customer-centric candidates. You will need to be an excellent communicator with the ability to analyze client needs and recommend viable solutions. Strong numerical, quantitative and analytical skills are a must. You must also possess up-to-date market knowledge and show an absolute passion for learning how financial markets function. Finally, you must adapt quickly to change in markets and our services in a fast-moving environment.

QUALITIES

To apply for Global Markets Summer Analyst Programme, Sales or Trading, academically, you will need a 2.1 honours degree or Second Class Upper Division, any discipline, or minimum GPA of 3.2/4.0 or 4.0/5.0 or 8.5/12.0 or equivalent. For sales discipline, fluency in written and spoken English and Chinese (Cantonese or Mandarin) is a must and any key Asian language is extremely desirable. For Trading discipline, you must be fluent in written and spoken English. Any key Asian language/ Cantonese/ Mandarin is desirable.

GLOBAL MARKETS OPERATIONS SUMMER ANALYST PROGRAMME

Global Markets Operations business is to manage change, analyse data, examine efficiency and deliver results to internal and external partners. Our continued service excellence, delivered by talented individuals is what sets us apart.

HSBC’s Global Banking and Markets is an emerging markets-led and financing-focused business that offers services to major government, corporate and institutional clients worldwide. One of the largest businesses of its kind in the world, Global Banking and Markets fosters long-term relationships based on the Group’s unmatched global knowledge and local expertise. Underpinning an Asian led business responsible for generating circa 60% of the Group’s global revenues is an Operations unit positioned across asset classes, clients and multiple jurisdictions supporting the full post-trade life cycle.

As a summer analyst in Hong Kong, you will be integrated into a core business area and make a definable contribution to actual business events. Business briefings, technical and soft skills training, workshops and social events will be part of your daily routine. You will also have advice and encouragement from your mentor and buddy. There will be regular performance feedback and discussions with your managers on your strengths and development areas and you will be encouraged to develop your network of contacts through your colleagues, peers and managers.

QUALITIES

To apply for Global Markets Operations Summer Analyst Programme, academically, you will need a 2.1 honours degree or Second Class Upper Division, any discipline, or minimum GPA of 3.2/4.0 or 4.0/5.0 or 8.5/12.0 or equivalent. Fluency in written and spoken English and Chinese (Cantonese or Mandarin), any key Asian language is desirable. In addition, we want candidates who have a genuine desire to share in the success of our business and appreciate the mechanics of success. If you have an interest in financial markets, a keen eye for detail, a desire to outperform and passion for detailed analysis then we encourage you to apply.
GLOBAL PRIVATE BANK SUMMER ANALYST PROGRAMME

HSBC Private Bank is the private banking division of the HSBC Group. We were formed in 1995 to bring together the Group’s private banking and trustee activities. The intervening years have seen us grow substantially, both organically and through several high profile acquisitions. In 2004, the division was rebranded HSBC Private Bank and today serves 100,000 clients in 37 countries worldwide (as at December 2010).

At HSBC Private Bank, we put our clients at the centre of everything we do, aligning our expertise in banking investments and wealth solutions with the specific needs of the client.

As a summer analyst in Hong Kong, you will have the opportunity to gain valid experience in one of our functions, namely, Private Banking Services, Private Wealth Management, Private Wealth Solutions, or Private Advisory Services.

You will develop your personal abilities, sharpen your technical skills and gain invaluable insights on Private Bank through challenging tasks and projects. You will also have regular performance feedback discussions with your managers on your strengths and development areas along with advice and encouragement from your mentor and buddy with a view to offering you a full-time analyst position in 2013 to be posted to any part of the world subject to business needs! There will be numerous opportunities to become acquainted with professionals across the HSBC Group, helping you to develop a network that will prove useful in your future career.

We are looking for strongly confident, analytical, customer-centric and numerate candidates. You will need to be an excellent communicator with the ability to conduct research on investment products and support on client portfolio review. Strong analytical, numerical and quantitative and communication skills are a must. You must also possess up-to-date market knowledge and show an absolute passion for learning how financial markets function. More importantly, you must adapt quickly to change in markets and our services in a fast-moving environment.

QUALITIES

To apply for Private Bank Summer Analyst Programme, academically, you will need a 2.1 honours degree or Second Class Upper Division, any discipline, or minimum GPA of 3.2/4.0 or 4.0/5.0 or 8.5/12.0 or equivalent. Fluency in written and spoken English and any 2 other languages (e.g. Cantonese, Mandarin, French, Italian and so forth).

GLOBAL RESEARCH SUMMER ANALYST PROGRAMME

A summer internship at HSBC is an enriching programme which will give you hands-on experience working in a global financial institution and will help you decide whether a career in Global Research (Asia Pacific) and at HSBC is right for you. You will have the opportunity to be in any one of the disciplines, namely, Foreign Exchange Strategy, Economics, Fixed Income Research, Equity Strategy or Equities Research. You will have the opportunity to gain vital experience in your chosen business area and test yourself in a world-class workplace. There will be regular performance feedback and discussions with your managers on your strengths and development areas. You will also have advice and encouragement from your mentor and buddy. The summer analyst programme will also provide us with an opportunity to assess your skills, talents and future potential, with a view to offering you a full-time analyst position in 2013 to be posted to any part of the world subject to business needs!

Foreign Exchange Strategy

HSBC is one the largest Foreign Exchange banks in the world. The Foreign Exchange (FX) Strategy department is located on the London trading floor and works closely with both the sales and trading teams. Our team is responsible for producing currency research for a wide range of HSBC clients globally, including hedge funds, central banks and large corporate clients. From your position at the heart of the trading floor you will gain exposure to all areas of Global Banking and Markets – invaluable in helping you make informed decisions about your future career.

Economics & Asset Allocation

The HSBC Economics unit (Asia Pacific) is one of the most highly regarded in the region. We provide advice to the sales and trading floors of the equity, bond and currency parts of Global Banking and Markets and a broad range of external clients, including life assurance companies, pension funds and hedge funds. You will be working either with economists or strategists, and there will be considerable contact with our overseas offices. There will be considerable opportunities to learn about global financial markets and particularly the influence exerted by economics over these markets.
Fixed Income Research
The Global Fixed Income Strategy team conducts research into all categories of fixed income securities including: Conventional, Inflation-linked & Quasi-government bonds and Swaps and Derivatives. The top rated team in Asia produces regular publications, offering trade recommendations and strategic advice to key clients ranging from Hedge Funds and Portfolio Managers to Central Banks. Working with the team requires a dedicated individual able to rise to the unique challenges offered by working in such a dynamic environment.

Equity Strategy
In simple terms, Equity Strategy involves forecasting the direction of stock markets and making a call on which parts of the market (which sectors) are likely to be the most attractive to invest in. Our strategic approach is primarily a ‘top-down’ one that is driven by macroeconomic fundamentals. Therefore, you will be able to apply the economic theory you have learnt at degree level to the ‘real world’, should you be successful. You will sit alongside our equity strategists in Hong Kong but will also work closely with our strategists and support teams based around the world. You must be able to use your initiative, have good team work and communication skills, and demonstrate a pro-active approach to work.

Equities
The HSBC Global Research Equity Team prides itself in being rated as one of the profound thought leaders in corporate analysis in the Asia Pacific Region, achieved by leveraging our natural competitive advantage in the emerging markets into global sector and stock-specific ideas. While we concentrate on full sector and stock coverage in the emerging markets, our developed market footprint focuses on sectors most affected by emerging market developments and global macro trends. Subsequently, an experience with the team allows candidates to apply both Finance and Economic theory immediately into the workplace to create engaging stock ideas, which are immediately monetized. Therefore a candidate with a pro-active approach and a strong appetite for learning is essential.

QUALITIES
We are looking for strongly numerate, analytical, confident and customer-centric candidates from any discipline. Academically, you will need a 2.1 honours degree or Second Class Upper Division or minimum GPA of 3.2/4.0 or 10.0/12.0 or equivalent. Fluency in written and spoken English is a must and any key Asian language is extremely desirable. However, personal qualities are just as important as qualifications. You will need to be an excellent communicator with the ability to analyze client needs and recommend viable solutions. Strong numerical, quantitative and analytical skills are a must. You must also possess up-to-date market knowledge and show an absolute passion for learning how financial markets function. Finally, you must adapt quickly to change in markets and our services in a fast-moving environment.

METHOD OF APPLICATION AND CLOSING DATE
To apply for any of these positions, all applicants are required to submit an online application, together with your cover letter and resume (saved in a single document), via our career website at http://www.hsbcnet.com/campusrecruitment by 30 November 2011 (17.00 HK Time). Late applications will not be accepted. More information about the positions and the application process is available at the website. Please note that you can only apply for one position regardless of locations or business areas. For Global Markets Analyst Programme, you can only choose 1 discipline out of 2.

Should you have further inquiries about our positions, please send an email to hsbcrecruitment@hsbc.com. We shall respond to your queries within 48 hours.

HSBC is devoted to ensuring access in recruitment to diverse groups of potential employees

HSBC is an equal opportunities employer