Job Description - APAC

<table>
<thead>
<tr>
<th>Job Title</th>
<th>2016 APAC Graduate Program – Investment Banking APAC – Business Management</th>
<th>Date</th>
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<tbody>
<tr>
<td>Department</td>
<td>IBA - Business Management</td>
<td>Location</td>
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<tr>
<td>Business Line / Function</td>
<td>Investment Banking APAC</td>
<td>Reports to Hierarchical</td>
</tr>
<tr>
<td>Grade (if applicable)</td>
<td>Graduate Analyst</td>
<td>Functional</td>
</tr>
<tr>
<td>Number of Direct Reports</td>
<td>NIL</td>
<td>Directorship / Registration</td>
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Position Purpose

BNP Paribas has a presence in 75 countries with over 180,000 employees. It ranks highly in its two core activities: Retail Banking and Services as well as Corporate & Institutional Banking.

In Asia Pacific, the BNP Paribas Group is a leading employer with more than 9,500 employees* and a presence in 14 markets. Being one of the largest international banking networks, we strive to employ talented and innovative people who are aligned to our vision and culture.

The Graduate Program is a comprehensive 24 month program designed to equip graduates with the technical skills and individual competencies to embark upon a successful career within the BNP Paribas Group. This opportunity includes a formal mentoring program, graduate community initiatives, relevant technical training and on-the-job learning from our senior managers and highly experienced team members.

* excluding partnerships

Responsibilities

Kindly Note:
Aim is to have the graduate on 4-6 weeks of minimum training across depts. within and outside of IBA. The direct responsibilities stated below will also depend on the responsiveness and areas of strengths determined (early impressions) during this period. However broadly the involvement is mentioned below.

Direct Responsibilities

Assist COO/BM Head to:
- Analysis of business performance (understanding and highlighting gaps, contributions, etc)
- Analysis of portfolios (risk return aspects)
- Updating of Marketing and Buss Development tools for IBA
- Co-ordinate with Marketing and Communication on Communication aspects
- Co-ordinating Management Reviews presentations (Client Comm)
**Contributing Responsibilities**

- Shall attend mandate and uw committees along with Head BM → can be a back-up delegate to represent BM in Committees (not immediate but over a period)
- Market analysis
- Country Risk Envelope Exercise
- Budget Exercise
- Ad-hoc presentation / Analysis to management

**Technical and Behavioural Competencies / Specific Qualifications (if required)**

Students who have recently graduated or graduating in 2016 from all areas of disciplines are most welcome to apply. Interested applicants can submit their Cover letter and CV to [apac.graduates@asia.bnparibas.com](mailto:apac.graduates@asia.bnparibas.com) by **latest 31 Oct 2015**. Applications will be reviewed on a rolling basis.

- Takes initiative and is results driven
- Strong decision making and analytical skills
- Ability to innovative
- Ability to manage change and complexity with confidence
- Strong team player
- Client focused and commercial thinking
- Excellent interpersonal and communication skills
- Self-motivated and genuine interest in Banking and Finance
- Proficiency in Microsoft office (MS Word, Excel & Power point)
- Prior related internship within the banking industry is an advantage