1. **Job Title:** CPSG Summer Intern  
   **Corporate Title:** Intern  
   **Location:** New York, NY

The Corporate & Investment Bank (CIB) combines the Bank’s Corporate Finance, Global Markets and Global Transaction Banking businesses. This new business division was created in 2017 with the aim to ensure greater alignment of product and sales efforts, enabling the bank to deliver a better service to clients and a more focused resource allocation.

**The Credit Portfolio Strategies Group**

The Credit Portfolio Strategies Group (CPSG) manages a number of relationship lending portfolios. Loans are often a key component of the client relationships held by the bank, and are typically issued to support the generation of franchise revenues - booked by the product lines across the Corporate and Investment Banking Division (CIB), and are not necessarily profitable in their own right. CPSG’s Lending Governance function provides oversight to the investment of financial resources into these relationship loans. Its regional loan execution teams, in the Americas, Asia Pacific and Europe, provide (opportunity cost) shortfall pricing for new loans as well as coordinating with coverage teams to complete the memos that are presented to the business review forum that is the Capital Allocation Fora (CAF). All new relationship lending proposals for CPSG’s book are reviewed by the CAF for business approval. These regional forums are chaired by CPSG and have voting representation from Coverage and CIB product areas. They review the proposed client business cases, assessing past and projected performance of the client group, its consumption of financial resources, mandates won and lost, and various other client metrics. These qualitative and quantitative measurements play a key role in client selection.

**Role and Responsibilities:**

The successful CPSG candidate will be responsible for the delivery of specific projects to assist this business with its allocation of capital and ongoing feedback to its CIB business partners, predominantly within the coverage function. The detailed parameters will include:

- Working with CPSG Americas Regional Head to understand and explain the delivery statistics around revenues promises by CIB product/coverage banker
- Creating analytical datasets that facilitate clear, consistently formatted quarterly Management Information (MIS) to be shared with senior CIB business partners
- Reviewing the effectiveness of data captured within the CPSG / Finance systems, recommending relevant changes to the CPSG Americas Regional Head as necessary

**Skills and Qualifications:**

- Candidates should possess extremely strong analytical skills and experience of processing significant data volumes
- Any major qualification will be accepted but with a preference for a financial background.
- Have an ability to summarize results succinctly both verbally and in written form
- Proficient in Microsoft Office
- Significant attention to detail and an ability to identify the root cause of an issue
- Strong problem solving skills and the ability to think in an original, creative and innovative way

If interested please email info@integrateadvisors.org for an application.