

# Preparing for Quantitative/Business-related Jobs and Market Update 2015

**Date:** 10/9/2015 (Thursday)

**Time:** 5:00 pm – 7:00 pm

**Target:** Students from the  
Department of Statistics and Actuarial Science

**Venue:** KK201

**Speaker:** Mr. Herman Chan

Director of Careers and Placements, HKU CEDARS (05-13)



# Herman Chan



# Outline

- Job opportunities update
- Recruitment cycle from Sep 2015 to May 2016
- preparation for online application, phone interviews, aptitude tests, office/panel interviews, assessment centre
- Interviews: Basic behavioural questions, jobs/market/product questions
- Examples of relevant past questions
- Readings: market pulse and update



# 1. Notes on Job Nature and Functions

- Important to Know!!!

1. CIMB/GBM = corporate banking, capital markets, e.g. bonds, secondary shares placement, large scale financing, specialized financial advisory like M&A, credit rating
2. Institutional sales and marketing, e.g. bonds, equity to institutional clients like fund managers, investment managers



# 1. Notes on Job Nature and Functions

3. Transaction banking: operation support on transactions of different products, e.g. swaps, derivatives (of FX, interest, equities, bonds)
4. IBD/Corporate Finance/Commercial Banking
  - IBD: IPO, M&A, covered 3–5 projects
  - Corporate banking: large scale financing and advisory, shorter time
  - Commercial banking: ongoing corporate loan and operational credit, e.g. property developed from land buying to construction and 2<sup>nd</sup> mortgage







# 1. Notes on Job Nature and Functions

## 8. Research analyst:

- Equity research: Sunset? Profession?
- Fixed Income / FX / Commodities usually bundled as one function



## 9. Sales and Trading: Better start as trader as your clients are traders, e.g. structure and derivative products



# 1. Notes on Job Nature and Functions

10. Risk and Compliance:



- Risk = Quant
- Compliance = Legal or any discipline

11. Asset management / PE

- few for fresh grads



Remark 1 – 11:

- What are the common requirements?
- Quant/Products/Market?
- Personality/Communication Skills?



# 2. Related Jobs (July 2014 – June 2015)

~ Recent ~

Company	Position	Job Type	Target Students	Other Requirements	Closing Date
Commerzbank AG	Intern, CIMB HK	Intern (non summer)	All	preferably banking and finance, at least end of 2nd year of study	04/07/14
Commerzbank AG	Intern, Fixed Income and Currency Sales (6-12 months)	Intern (non summer)	Finance	N/A	11/07/14
ABN AMRO Bank N.V.	Summer Internship	Summer	All	Year 2	14/07/14
HSBC	FlexRate Transactional FX Product Support	FT	Finance / BBA	Fresh degree graduates	22/07/14
Manulife (International) Limited	Corporate Management Trainee Program	FT	All	N/A	25/07/14
AIA Hong Kong	Actuarial Intern (6 months full-time)	Intern (non summer)	Actuarial Science	Mathematics, Statistics, Actuarial Science, Business Administration or related	03/08/14
Commerzbank AG	Graduate Intern, Financial Institutions Marketing, Equity Markets and Commodities Asia, HK	FT	Finance, mathematics	N/A	11/08/14
BNP Paribas	Analyst (Equity Capital Markets)	FT	All	Fresh or recent graduates	13/08/14
ABN AMRO Bank N.V.	Trainee Officer (6 months contract)	FT	All	with internship experience	14/08/14
Commerzbank AG	Intern, Financial Institutions Marketing, Equity Markets and Commodities Asia, HK	Intern (non summer)	Finance, mathematics	Year 2 and 3	22/08/14
Swiss Reinsurance Company Ltd	IT Service Desk Analyst (4 to 6 months contract)	FT	IT related	Students or graduates	01/09/14
Commerzbank AG	Intern, Corporate Finance, Corporates & Markets, HK (6 or 12 months)	Intern (non summer)	Finance, mathematics	Year 2 and 3	07/09/14

# 2. Related Jobs (July 2014 – June 2015)

## ~ Recent ~

Company	Position	Job Type	Target Students	Other Requirements	Closing Date
Barclays	Asia Pacific Graduate Programs	FT	All	N/A	21/09/14
J.P. Morgan	2015 Investment Banking Spring Semester Analyst Internship Program	Intern (non summer)	Business	graduate in the summer of 2016	21/09/14
Nomura International (Hong Kong) Limited	2014 Investment Banking – Full-time Associate, Corporate Finance Group – Hong Kong	FT	All	MBA, PhD	28/09/14
Nomura International (Hong Kong) Limited	2015 Investment Banking – Full-time Analyst – Hong Kong	FT	All	N/A	28/09/14
Bank of America Merrill Lynch	Full time Program	FT	All	N/A	01/10/14
Credit Suisse	Private Banking & Wealth Management Full-Time Analyst	FT	All	final year of an undergraduate or master's program (graduating in May/June 2015)	03/10/14
Credit Suisse	Product Control Industrial Attachment Program	Intern (non summer)	All	between junior and senior years at a 4-year program (year 2 or 3 students)	03/10/14
UBS	Graduate Program	FT	All	N/A	04/10/14
Deutsche Bank	Global Analyst Training Program	FT	All	N/A	05/10/14
Citadel	Quantitative Researchers and Technology Professionals Full Time Opportunities	FT	Computer Science (including Machine Learning, AI or related fields), Engineering, Mathematics, Statistics, Economics /Finance or related field	N/A	10/10/14
Allianz Global Investors Holding GmbH	Winter Intern, Finance & Controlling	Intern (non summer)	Accounting, Finance or related discipline	N/A	17/10/14
OC&C Strategy Consultants	Full-time Associate Consultant	FT	All	N/A	19/10/14
Aon Hewitt	Analyst / Associate Consultant	FT	All	N/A	24/10/14
FIL Investment Management (Hong Kong) Ltd	Fixed Income Graduate Program	FT	Maths, Physics, Finance, Accountancy	N/A	26/10/14
Point72 Asset Management	Trade Assistant	FT	Finance	N/A	27/10/14
China International Capital Corporation Limited	ST Intern (Sales & Trading Department)	Intern (non summer)	All	Year 2 or 3 students	30/10/14
BlackRock	2015 Graduate Analyst Program	FT	All	N/A	31/10/14
BNP Paribas	Graduate Positions	FT	All	N/A	31/10/14
Jane Street Asia Limited	Full Time Opportunities in Quantitative Trading, Quantitative Research and Software Development	FT	Engineering, Computer Science, Mathematics, Statistics or Science disciplines are preferred	N/A	31/10/14
Jane Street Asia Limited	Internship in Quantitative Trading, Quantitative Research and Software Development	Intern (non summer)	Engineering, Computer Science, Mathematics, Statistics or Science disciplines are preferred	N/A	31/10/14

# 2. Related Jobs (July 2014 – June 2015)

## ~ Recent ~

Company	Position	Job Type	Target Students	Other Requirements	Closing Date
CIMB Securities Limited	2015 Hong Kong The Complete Banker™ Programme	FT	All	N/A	07/11/14
Morgan Stanley	2015 Summer Internship Program	Summer	All	students graduating between December 2015 and Summer 2016	08/11/14
Morgan Stanley	Summer Analyst - Investment Management Marketing	Summer	All	penultimate year students	08/11/14
Barclays	Asia Pacific Summer Programs	Summer	All	penultimate year students	09/11/14
Credit Suisse	Summer Analyst	Summer	All	penultimate year of an undergraduate or master's program (graduating in December 2015 or May/June 2016)	13/11/14
Bank of America Merrill Lynch	Summer Internship Program	Summer	All	penultimate year students	15/11/14
AIA Group	Risk Analytics Intern (Winter Internship)	Intern (non summer)	quantitative subject such as actuarial science, quantitative finance, statistics, mathematics	N/A	15/11/14
China International Capital Corporation Limited	Graduate Positions	FT	All	N/A	16/11/14
Deutsche Bank	Analyst Internship Program	Summer	All	penultimate year students graduating between end-2015 to June 2016	16/11/14
Fosun International Ltd	Investment Management Trainee	FT	商学院, 金融、商科、经管、数学等专业高材生, 涵盖应届本科生、研究生和MBA	N/A	20/11/14
Transamerica Life (Bermuda) Ltd	Actuarial Intern (Half Year)	Intern (non summer)	Actuarial Science	N/A	27/11/14
BNP Paribas	APAC Summer Internship Program	Summer	All	N/A	28/11/14
Swiss Reinsurance Company Ltd.	Strategy & Operations Analyst	FT	An economics, business management or finance degree preferred	N/A	30/11/14
Macquarie Capital	2015 Summer Internship Program	Summer	Accounting, Business, Economics, Engineering, Finance and Law	penultimate year students	01/12/14
The Royal Bank of Scotland	2015 Summer Internship Programme	Summer	All	penultimate year students	01/12/14
Transamerica Life (Bermuda) Ltd	Actuarial Trainee (Contract)	FT	Actuarial Science	final year students and fresh graduates	07/12/14
Citi Hong Kong	Institutional Clients Group - Management Associate Program - Specialist Stream (Operations & Technology)	FT	All	final year students and recent graduates	19/12/14
Baring Asset Management (Asia) Limited	Temp Investment Product Assistant (3 month contract Role)	Temp	Finance	Fresh graduates	21/12/14
Allianz Global Investors	Risk Management Intern (Jan to May 2015)	Intern (non summer)	Risk Management or Finance	N/A	24/12/14

# 2. Related Jobs (July 2014 – June 2015)

## ~ Recent ~

Company	Position	Job Type	Target Students	Other Requirements	Closing Date
Mizuho Securities Asia Ltd	Graduate Analyst Program 2015	FT	business or numerical-related disciplines (Global Business, Finance, Econometrics, Mathematics, Statistics, Engineering, Management Information Systems or other science subjects with a quant focus)	N/A	08/01/15
Mizuho Securities Asia Ltd	Summer Internship 2015	Summer	business or numerical-related disciplines (Global Business, Finance, Econometrics, Mathematics, Statistics, Engineering, Management Information Systems or other science subjects with a quant focus)	graduating in 2016	08/01/15
J.P. Morgan	2015 Investor Services Summer Analyst Program	Summer	All	penultimate year students	11/01/15
ICAP Hong Kong	Desk Assistant	FT	All	fresh graduates who can start work in February	30/01/15
Allianz Global Investors	Global Graduate Programme	FT	All	N/A	31/01/15
The Bank of Tokyo-Mitsubishi UFJ Ltd.	Summer Internship Program	Summer	business, finance, economics or Japanese studies etc.	year 2 or 3	31/01/15
ICAP Hong Kong	Trainee Money Broker	FT	All	immediate availability is preferred	31/01/15
AIA Group	Risk Analytics Intern (Full-time / Part-time)	PT	actuarial science, quantitative finance, economics, financial engineering and other quantitative subjects preferred	N/A	31/01/15
China International Capital Corporation (Hong Kong) Limited	Delta One Specialist	FT	Mathematics, statistics, financial engineering, computer science, physics, or other quantitative majors would be an advantage	Postgraduates	17/02/15
HSBC	Securities Services 2015 Full-time Analyst	FT	All	N/A	23/02/15
HSBC	Securities Services 2015 Summer Internship	Summer	All	penultimate year	23/02/15
Manulife (International) Limited	Corporate Management Trainee Program	FT	All	final year students and graduates with less than two years of work experience	23/02/15
HSBC	Global Banking and Markets - Capital Financing Summer Analyst Internship 2015	Summer	All	penultimate year	25/02/15
Ageas Insurance Company (Asia) Limited	Graduate Trainee Programme 2015	FT	All	N/A	27/02/15
Morgan Stanley	Part-time / Temporary non-program Intern in Asia Pacific Market Risk Department	PT	Economics, Finance, Science, Financial Engineering or Engineering related disciplines	N/A	27/02/15
The Bank of Tokyo-Mitsubishi UFJ, Ltd	Graduate Trainee Program	FT	business-related or Japanese-related disciplines	N/A	28/02/15
State Street	Global Markets Graduate Recruitment Program	FT	Mathematics, Engineering or Finance, or Liberal Arts	undergraduate or MBA	28/02/15

# 2. Related Jobs (July 2014 – June 2015)

## ~ Recent ~

Company	Position	Job Type	Target Students	Other Requirements	Closing Date
China International Capital Corporation (Hong Kong) Limited	Equity Institutional Sales Trainee	FT	All	MBA/postgraduate students	02/03/15
RBC Wealth Management	Summer Internship Program	Summer	Business, Finance, Accounting, Economics or related Discipline	penultimate year	15/03/15
China International Capital Corporation (Hong Kong) Limited	Summer Internship, Sales and Trading Department	Summer	All	MBA/postgraduate students graduating in 2016 or 2017	18/03/15
The Bank of East Asia, Limited	Internship in Capital Markets and Liquidity Management Department (9-12 months)	Intern (non summer)	Accounting; or in Quantitative Finance or Finance Finance with strong accounting background	N/A	31/03/15
Bank of China (Hong Kong) Limited	2015 Summer Internship Programme	Summer	All	penultimate year students	31/03/15
BNP Paribas	Finance - IT and Functions Internship (6 months)	Intern (non summer)	Finance or Banking	penultimate year students	22/04/15
Baring Asset Management (Asia) Limited	Internship (Investment Team / Sales, Business Development & Client Service Team)	Summer	Maths, Economics, Statistics or Business, Marketing	Fresh graduates also considered	27/04/15
Credit Suisse	Systematic Market-Making Group, Off-Cycle Internship Program (6 months)	Intern (non summer)	Mathematics, Engineering, Computer Science, or Quantitative Finance	Master's or PhD students (non MBAs)	30/04/15
UBS	Summer Internship - Equity Sales	Summer	All	students graduating in 2016	30/04/15
First Derivatives	Graduate Option Program	FT	Finance, Mathematics, Economics, Accounting or a similar degree discipline	N/A	01/05/15
BNP Paribas	Analyst in Real Estate Investment Banking	FT	All	final year students and recent graduates	03/05/15
JPMorgan Asset Management	Fund Specialist, Investment & Fund Operations, Asset Management (12-month contract)	FT	Accounting or Finance	final year students or graduates with 1 year experience	08/05/15
JPMorgan Asset Management	Unit Trust Administrator, Asset Management Transfer Agency (6-month contract)	FT	All	final year students or graduates with 1 year experience	08/05/15
Avista Valuation Advisory Limited	Assistant Industry Researcher	PT	All	N/A	17/05/15
State Street Corporation	Global Market / Fund Accounting / Analytics / HR Talent Acquisition Six Months Internship	Intern (non summer)	All	starting their final year in 2015	18/05/15
Mizuho Bank	Mizuho Global Graduate Program 2015	FT	All	N/A	22/05/15
Morgan Stanley	Financial Control Group Non-Program Intern (1-year)	Intern (non summer)	Accounting, Finance, Business, or related disciplines	students graduating in 2016	29/05/15
BNP Paribas	1 Year Internship in Stock Flow Team	Intern (non summer)	All	Year 2 or above	31/05/15
Rabobank International, Hong Kong Branch	Management Trainee Programme	FT	Finance and Business related discipline	N/A	31/05/15
Jardine Lloyd Thompson Limited	JLT Summer Intern 2015	Summer	Actuarial Science, Insurance, Risk Management, Mathematics, Statistics or related	N/A	31/05/15
AIA Company Limited	2015 AIA Summer Internship Programme	Summer	All	N/A	31/05/15

# 2. Related Jobs (July 2014 – June 2015)

## ~ Recent ~

Company	Position	Job Type	Target Students	Other Requirements	Closing Date
Chappuis Halder and Co Limited	Analyst Internship (3-6 months)	Summer	Finance, Business, Economics or Engineering	N/A	10/06/15
AVISTA Valuation Advisory Limited	Assistant Analyst (Business Valuation)	FT	Finance and/or Accounting	N/A	20/06/15
Liquidnet Asia Limited	Graduate - Business Analytics	FT	Computer Science or similar field	final year or have recently graduated	23/06/15
Royal Bank of Canada	Jun to Aug 2015 Internship, Global Investment Banking (for graduates)	Summer	Finance, Economics or Engineering	for graduates	30/06/15
Allianz Global Investors	Analyst (5-month contract)	FT	preferably from discipline of Business Administration, Marketing or Finance	N/A	30/06/15
Allianz Global Investors	Distribution Operations Officer (1-year contract)	FT	preferably from discipline of Business Administration, Marketing or Finance	N/A	30/06/15
Allianz Global Investors	Investment Operations Officer (1-year contract on agency payroll)	FT	Business, Finance, or a related field with a focus on investments	N/A	30/06/15
Crédit Agricole Corporate & Investment Bank	Trainee, Capital Markets Operations (One Year Contract)	FT	Business	less than 12 month's full time experience	30/06/15
Societe Generale	Trainee - Valuation and Risk Analysis Analyst	FT	Mathematics, IT or Finance & Banking	fresh graduates	05/07/15
Goldman Sachs	Gap Year Internship Program in Securities Division	Intern (non summer)	All	graduating in 2015 or penultimate year student	12/07/15
Bank of America Merrill Lynch	2015-2016 Winter Internship in Global Investment Banking	Intern (non summer)	All	students graduating in mid-2016 or 2017	23/07/15
Guosen Securities (Hong Kong) Asset Management	Trader	FT	Business and Economics	N/A	31/07/15
Nomura International (Hong Kong) Limited	Junior FX Structurer	FT	quantitative degree like Finance, Engineering or Science	N/A	31/08/15
BlackRock	2015 Summer Internship Program	Summer	All	N/A	ASAP
Bloomberg L.P.	Global Technical Support Representative & Installations Representative	FT	All	N/A	ASAP
Citi Hong Kong	Contract Business Assistant (Commercial Bank)	FT	banking/finance industry preferred	N/A	ASAP
Computershare Hong Kong Investor Services Limited	Client Services Officer & Project Management Trainee (Client Implementation Team)	FT	business related	Fresh graduates	ASAP
DBS Bank (Hong Kong) Limited	Wealth Management Business Development Executive, Consumer Banking	FT	Business or Finance related disciplines	Fresh graduates	ASAP



# 2. Related Jobs (July 2014 – June 2015)

## ~ Recent ~

Company	Position	Job Type	Target Students	Other Requirements	Closing Date
Swiss Reinsurance Company Ltd	Human Resources Intern (Unpaid)	Intern (non summer)	Business Administration	N/A	ASAP
Bloomberg L.P.	Global Data Student Placement Program	Intern (non summer)	All	N/A	ASAP
Crédit Agricole Corporate & Investment Bank	Trainee, Credit and Rates Trading (One Year Contract)	FT	in Accounting, Financial Engineering, Mathematics, Statistics, Finance, Economics or Engineering	N/A	ASAP
HSBC	Contract Analyst, Global Banking & Markets	FT	relevant disciplines	recent graduates	ASAP
HSBC	Analyst Developer	FT	computer science or equivalent	N/A	ASAP
FD (Hong Kong) Limited	FD Graduate Option Program	FT	Finance, Mathematics, Economics, Accounting or a similar degree	HK Permanent Resident, min. 2:1 honour	ASAP
China Minsheng Banking Corp., Ltd. Hong Kong Branch	Junior Economics / Equity Analyst	FT	finance and economics	Postgraduates	ASAP
WorldQuant Investment Consulting (Beijing) Co., Ltd	Quantitative Research Consultant (Part-time)	PT	Engineering, Finance, Mathematics, Computer Science, Physics, Electrical Engineering, Financial Engineering or any other related field that is highly analytical and quantitative	N/A	ASAP
WorldQuant Investment Consulting (Beijing) Co., Ltd	Quantitative Researcher (Full-time)	FT	Engineering, Finance, Mathematics, Computer Science, Physics, Electrical Engineering, Financial Engineering or any other related field that is highly analytical and quantitative	N/A	ASAP
HSBC	Analyst, Corporate Sales - Markets	FT	All	N/A	ASAP
Bloomberg L.P.	Global Customer Support Representative - Mandarin and/or Cantonese Speaker - Singapore	FT	All	N/A	ASAP
Towers Watson	Graduate Actuarial (Life) Analyst, Risk Consulting - Hong Kong	FT	Actuarial Science, Mathematics, Statistics or other Mathematics-related degrees	recent graduates and students graduating in December 2014	ASAP
J.P. Morgan	Graduate Positions in Quantitative Research	FT	Maths, MFE, Physics, Engineering or Computer Science	postgraduates enrolled in a PhD, Master or equivalent	ASAP
J.P. Morgan	Intern Positions in Quantitative Research	Summer	Maths, MFE, Physics, Engineering or Computer Science	postgraduates enrolled in a PhD, Master or equivalent	ASAP

# 2. Related Jobs (July 2014 – June 2015)

## ~ Recent ~

Company	Position	Job Type	Target Students	Other Requirements	Closing Date
Asia Securities Industry & Financial Markets Association (ASIFMA)	Junior Data Analyst	FT	Business and Economics	N/A	ASAP
Bloomberg L.P.	Research Summer Intern	Summer	All	graduating in 2016 & 2017	ASAP
Ping An of China Asset Management (Hong Kong) Company Limited	Intern - Global Business Development Department (Part-time)	Intern (non summer)	Finance/ Economics/ Social Science/ Marketing/ Arts/ English/ Business Administration	N/A	ASAP
Goldman Sachs	Securities, FICC, Electronic Foreign Exchange Sales, Analyst, Hong Kong	FT	All	graduates with 1 year exp	ASAP
HSBC	Management Associate	FT	All	N/A	ASAP
MelchersRaffel Limited	Strategy and M&A Analyst	FT	mechanical engineering, technology background with focus in corporate finance	1-3 years exp	ASAP
Ping An of China Asset Management (Hong Kong) Company Limited	Intern, Finance & Treasury Department (Part-time)	Intern (non summer)	Accountancy, Economics, Finance or BBA	N/A	ASAP
Citadel	Trading Assistant	FT	All	Preference for finance, economics, or related quantitative field	ASAP
Bloomberg L.P.	1. 2015 Financial Product Analytics and Advanced Specialist Representative 2. 2015 Financial Product Sales & Analytics Representative - Hong Kong (April)	FT	All	N/A	ASAP
China Asset Management (Hong Kong) Ltd.	Research Assistant	FT	All	Finance/Economics/Account major is preferred	ASAP
Century Partner Limited	Investment Associate	FT	All	N/A	ASAP
China Construction Bank (Asia) Corporation Limited	Management Trainee Program 2015	FT	All	N/A	ASAP
China Renaissance Securities (Hong Kong) Limited	Analyst	FT	Business related	N/A	ASAP
China Asset Management (Hong Kong) Ltd.	Internship	Intern (non summer)	All	Finance/Economics/Account major is preferred	ASAP
Morgan Stanley	Equity Delta One Strategist (Part-time)	PT	All	N/A	ASAP
Bloomberg L.P.	Bloomberg New Energy Finance - Sales Associate	FT	All	N/A	ASAP

# 2. Related Jobs (July 2014 – June 2015)

## ~ Recent ~

Company	Position	Job Type	Target Students	Other Requirements	Closing Date
China International Capital Corporation Limited	Futures Trader	FT	All	N/A	ASAP
Oracle Strategies	Trader Intern	Summer	Any	N/A	ASAP
ICBC International Holdings Limited	Analyst / Trainee in Debt Capital Markets Department	FT	Finance, Accounting, Business Management etc.	N/A	ASAP
Chappuis Halder and Co Limited	Senior Consultant / Consultant	FT	Economics, Finance or Engineering	final year students and graduates	ASAP
FIL Capital Management (Hong Kong) Limited	Summer Intern, Finance	Summer	Accounting, Business or Finance related background	N/A	ASAP
Omnix Capital Limited	Junior Investment Analyst for Hedge Fund	FT	All	N/A	ASAP
J.P. Morgan	CIB - Execution Services Futures & Options Asia - Analyst	FT	All	fresh graduates	ASAP
AXA China Region Insurance Company Limited	Assistant Manager / Manager, Life Product Development	FT	All	min. 4 years exp	ASAP
China CITIC Bank International	Summer intern	Summer	All	Year 1 or Year 2	ASAP
Taikang Life Insurance Company Ltd	<ol style="list-style-type: none"> <li>1. 精算助理</li> <li>2. 預算管理專員</li> <li>3. 產品管理精算助理</li> <li>4. 金融行業研究專員</li> <li>5. 醫務管理與健康服務專員</li> <li>6. 合規管理專員</li> <li>7. 系統開發專員</li> <li>8. 賬戶管理</li> <li>9. 債券交易員</li> <li>10. 聯網技術支持部，產品研發</li> <li>11. 渠道及年金業務部-賬戶管理</li> <li>12. Products &amp; Marketing Associate</li> <li>13. Risk Management Associate</li> <li>14. Human Resources &amp; Administration Associate</li> </ol>	FT	All	All	ASAP
Goldman Sachs	Summer Internship Opportunities	Summer	All	penultimate year students	various
J.P. Morgan	Summer Internship Program	Summer	All	penultimate year students	various
Citi Hong Kong	Graduate Program	FT	All	N/A	various
AXA Group	AXA Global Graduate Program 2015	FT	All	N/A	various

# 2. Related Jobs (July 2015 – Sept 2015)

~ More Recent ~

Company	Position	Job Type	Target Students	Other Requirements	Closing Date
Allianz Global Investors	Analyst, Financial Planning & Analytics (one year contract)	FT	Quantitative Finance, Business Administration or equivalent	2 to 3 years work experience in financial services industry	14/08/15
Morgan Stanley	Contract Sales Assistant	FT	Quantitative Finance / Economics	Fresh graduates	21/08/15
Nomura International (Hong Kong) Limited	Junior Macro Structurer	FT	quantitative degree like Finance, Engineering or Science	N/A	31/08/15
Nomura International (Hong Kong) Limited	2015 Investment Banking Semester Internship	Intern (non summer)	All	students graduating in 2017	06/09/15
FXCM Asia Limited	Sales Associate (Foreign Exchange), Junior Dealer	FT	All	N/A	ASAP
Bank of China Group Investment Limited	Analyst	FT	Business	N/A	ASAP
BGC Capital Markets (Hong Kong) Limited	Broker Trainee / Broker Assistant	FT	All	N/A	ASAP
China International Capital Corporation Limited	Futures Dealer	FT	All	2015 graduates	ASAP
GuocoCapital Limited	Junior Research Analyst	FT	Finance or MBA	2+ years exp	ASAP
Ping An of China Asset Management (Hong Kong) Company Limited	Intern - Global Business Development Department	Intern (non summer)	Finance/Economics/Social Science/Marketing/Arts/English/Business Administration	N/A	ASAP

# 2. Related Jobs (To be closed in a few weeks)

## ~ Current Openings ~

Company	Position	Job Type	Target Students	Other Requirements	Closing Date
Jane Street Asia Limited	Full Time Opportunities in Quantitative Trading and Software Development	FT	Engineering, Computer Science, Mathematics, Statistics or Science disciplines are preferred	N/A	01/10/15
Credit Suisse	Private Banking & Wealth Management Full-Time Analyst	FT	All	students graduating in May/June 2016	02/10/15
Morgan Stanley	Institutional Equity Division Industrial Placement Program	Intern (non summer)	All	undergraduate students	10/10/15
UBS Investment Bank	2016 Graduate Training Program	FT	All	N/A	19/10/15
Nomura International (Hong Kong) Limited	Full Time Analyst Program	FT	All	students graduating in 2016	25/10/15
BNP Paribas	APAC Graduate Program	FT	All	N/A	31/10/15
UBS Investment Bank	2016 Summer Internship Program	Summer	All	penultimate year	02/11/15
Nomura International (Hong Kong) Limited	Summer Internships	Summer	All	students graduating in 2017	15/11/15
HSBC	Graduate Programme	FT	All	N/A	29/11/15
HSBC	Summer Internship Programme	Summer	All	penultimate year students	29/11/15
Point72 Asset Management, L.P.	International Equities Internship 2016	Summer	Finance or related fields	Year 2 or 3 undergraduate students	28/02/16
Jane Street Asia Limited	Internship in Quantitative Trading and Software Development	Summer	Engineering, Computer Science, Mathematics, Statistics or Science disciplines are preferred	penultimate year students	01/10/15 30/10/15
Standard Chartered Bank	International Graduate Program	FT	All	N/A	ASAP
Standard Chartered Bank	Summer Internship	Summer	All	penultimate year students	ASAP

# 3. Normal Trend (1<sup>st</sup> sem Sep – early Dec)

## 3.1 Kick Start, Sep/Oct

- Big 4
- Big International Banks  
(Tier 1 Investment Banks)
- International FMCG (Finance)
- Major HK Public Corporation, MTR, Airport
- International Consulting Firms





# 3. Normal Trend (1<sup>st</sup> Sem Sep – early Dec)

## 3.2 Oct – Nov

- 2<sup>nd</sup> Tier Local Banks / Foreign Bank,
  - e.g. Japanese Banks
- Government
- Regional Consulting Firms,
  - e.g. China Banks (中金)



# 4. Preparation and Getting Ready

## 4.1 Too Early?

- But the most compressed period



## 4.2 Attend Campus Recruitment Talks

- Networking? (Returning past graduates)

## 4.3 Online Applications

- No. of application  $\times$  4 to 5 questions  
= No. of questions to answer

# 4. Preparation and Getting Ready

ARE YOU READY?

## 4.4 Tests

- Aptitude Test (online), Personality test (online)

## 4.5 Phone Interviews

- Skills and knowledge ready

## 4.6 The Real Tough Office / Personal / Apt. Test / Assessment Centre Process (Group and Case Process) in Oct/Nov

- Are you ready from mid-Sept?
- Peak Oct to Nov
- By Dec, 40–50% Tier 1 opportunities closed

# 5. Normal Trend (2<sup>nd</sup> sem) (Dec 2014 – May 2015)



## 5.1 Smaller Companies

- e.g., **Hedge funds (e.g. SAC)**, PE firms, analytic consultants, research centre of large international asset management companies (based in Shenzhen)

## 5.2 Technical Jobs of Major Banks

- Random, come up
- **Credit Risk SWAPS, Bond & Bond Derivatives**  
(Traders, Analysts, Institutional Sales)



# 5. Normal Trend (2<sup>nd</sup> sem) (Dec 2014 – May 2015)

## 5.3 Specialized Quant Jobs in European Banks

- e.g. SG: 2012 Infrastructure Derivative Financing Analyst. (Team based in Australia & hire HK staff).
- A HKU UG in Statistics & Physics got an offer. Now in Jefferies as I-banker in IPO.



# 5. Normal Trend (2<sup>nd</sup> sem) (Dec 2014 – May 2015)

## 5.4 Other opportunities via networking

- e.g. Goldman Sachs 2012/13 Strategic Private Equity Investment Analyst
- e.g. 2013: Rothschild Shanghai M&A/IPO team Analyst
- e.g. 2014: A private equity firm is hiring junior analysts (need 1 year investment analysis and modelling experience)

The logo for Goldman Sachs, featuring the company name in white serif font on a blue rectangular background.The logo for Rothschild Private Banking & Trust, featuring a small crest icon, the name 'ROTHSCHILD' in a bold serif font, and 'Private Banking & Trust' in a smaller sans-serif font below it, all on a white background.



# 6. Other Potential Job Opportunities, Cold Calls, Networking

- Milliman: Actuarial, “cold calls”, networking
- Oliver Wyman: Financial Risk/stability, actuarial
- Mercer: consulting
- Hedge Funds: SAC
- Big 4 actuarial consulting: PNC, Deloitte, EY (EY contact in progress, get hold of any good opportunity)
- HSBC: Risk Analyst (credit cards, mortgage, etc), Insurance
- Credit Rating Agencies: S&P, Moody, Wyeth in risk analytics modelling (mostly for PGs)
- Quant divisions in French banks: BNP, SG, Credit Agricole Bank
- AON (Risk & Insurance Brokerage/Consulting)



# 7. Networking

- A graduate network is needed. How?
- Good but non-active network in Goldman, JP Morgan, Deutsche Bank, Barclays, HSBC, Jefferies, Big 4 (PWC, EY), UBS, CS, Swiss Re, Towers Watson, AON, Narmura, Deutsche Bank, SG, AIA



# 8. The Process: Very competitive

- Why hire you? (out of \_\_\_\_)
- Will you be an asset of the team? Or a burden to be got rid of?
- Front end: What potential revenue could you bring in? (e.g. institutional sales in Goldman, JP)
- What do you know/don't know? How trainable?



# 8.1 Online Application

- Test of English writing style (clean & clear?), organization, presentation, precise, fluent in flow. How?
- A first impression of how you think & present
- Usually 4-6 questions (200-400 words)
- Organize your experience (study, work, career aspiration)
- Need precise insight of company business value (don't repeat website material)
- Note: Avoid deadline rush, avoid careless error of cut & paste
- Get peer review from English/language major. Professional writers can be “too perfect”. Consistent throughout
- Actual successful examples: Refer to on-line application workshop (if run) & samples.

# 8.2 Online Aptitude Test



- Done in office, online
- Years ago, done by remote access, now dropped
- Test of maths mostly, some finance maths and statistics (e.g. advanced probability), other logical reasoning
- **Optional online personality test**, while submitting online application (HSBC, Goldman Sachs)(check your inclination: Sales? Research?) Suggest:  
Take it

## 8.3 Phone Interviews

(refer to HSBC: Phone Interview Tips)

- 10-30 minutes, pre-arranged, call from HK, Singapore, London, etc.
- Sometimes **conducted by outsource HR screening agent**, company HR or manager
- **Test of conversational clarity, fluency**
- Questions mostly behavioural, CV based, career interest, why this job/company, self introduction
- Manager interviewer: South Asians? Chinese?



## 8.4 Office interviews

- One-to-one, panel, multiple rounds (5-16), usually 3-5 at least
- Managers, VP, MD, ED, etc.
  - Behavioural questions
  - Technical jobs/market/product related (depends on jobs). Wide range.
  - **Important:** Check background profile of interviewer, e.g. LinkedIn.



## 8.4.1 Examples: Behavioural

- Tell me about yourself, or please introduce yourself (**Easy?**)
- Simple but be very careful: good organization critical
- Answer 2-3 minutes, know when/where to stop
- Separate workshop & practice on skills & methods needed to polish to top standard
- Only conceptual understanding of “how to” is risky

# 8.4.2 Technical Questions

- Maths
  - Jane Street, Quant Jobs
    - (Buy past questions in 2015)
  - Similar in JP Morgan?



## 8.4.3. Other Market / Products Questions

- Equity Research
- What is the relation between interest rate & exchange rate? Which affects the other?
- What do you see from recent market volatility (US/HK/Europe/China)? Note: for 2015?
- Pitch a stock
- P/E, P/B, P/cash flow, PEG: In what situation use any of these?
  - P/E vs use of EV/EBITDA
  - Decompose Du Pont Analysis
  - Define market volatility
  - What is WACC? How to calculate?

## 8.4.3. Other Market / Products Questions

### C. AIG (Financial Risk Intern)

- What is the concept of duration?
- What is convexity?
- Is the current US 10 & 30 years bond yield curve normal?
- What is VaR?
- Experience of VBA programming
- Tell me about investment trust in China, what risk?
- What do you think about current China housing price & inflation risk?
- MATLAB: more common today in Quant Modelling



# 8.4.3. Other Market / Products Questions



## D. BNP Fixed Income

- What is Black Scholes Model? Fama French?
- Have you drawn efficient frontier using Excel VBA?
- How could US Federal Reserve unwind QE?
- Tell me about CAPM
- Tell me about insurance policy?  
(similar to a tricky question from Morgan Stanley: Tell me your understanding of bonds)
- What risks associated with synthetic bonds?
- Is it just normal to have Greece & Spanish government 10-year bond with 3.5% interest?

# 8.4.3. Other Market / Products Questions

## E. Other Banking Interview: IBD

- Very broad; market, valuation, accounting
- Valuation DCF, IRR, CAPM
- Market trend





# 8.4.3. Other Market / Products Questions

## F. Risk: Goldman

(Regional Credit Risk Team Analyst – 6 rounds)

- What is credit risk?
- Lots of questions based on alpha, beta, gamma
- Current credit risk in China? (very broad)
- Credit risk vs Market risk in FX future
- Relation of ¥ & US \$
- Credit risk for a supermarket in China
- Non financial & financial credit analysis of coal mining (in China)

The Goldman Sachs logo is displayed in white text on a blue rectangular background. The word "Goldman" is positioned above the word "Sachs".

## 8.4.3. Other Market / Products Questions

G. Very Skillful / Organization needed:

- Open-end broad market question.
- How?

## 8.4.3. Other Market / Products Questions

### H. How well you can organize Broad Market Questions?

- How much you know/aware?
- Your insight/viewpoint?
- How you organize and present?
- Argue and defend → even broader knowledge needed
- In front of a panel
- **Read widely and regularly**
  - e.g., Goldman Credit Risk
    - Tell me about the risk faced by Indonesia (2011)
  - e.g., Goldman GIR
    - Tell me your understanding of India CPI (2012)
    - What you would get on mind in 2015 Oct/Nov e.g. RMB SDR?

# 9. Assessment Centre

- Wide range
- Games, cases, group discussion, group exercise
- Usually half day
  - Short: just a case (solo or group)
  - Normal: aptitude test, case (solo or group), case presentation, panel interview



# 9.1 Group Discussion Skill

## (A separate workshop practice)

### 9.1.1 Quick Tips for Group Case

- A 25-30 minutes discussion
- Case background: 2-5 pages, reading (20 min)
- 5-6 candidates
- Speaking frequency (3 min each)
  - 3-4 normal;
  - 2 low, not enough;
  - 5-6 above normal (too much)
- Handle group dynamics: courteous, fast, able to summarize and influence direction



# 9.1 Group Discussion Skill (A separate workshop practice)

## 9.1.2 Quick Tips for Solo Case

- Case background: vary, 5-15 pages, reading time 20-30 minutes
- Preparation / Writing (20-30 min)
- Presentation / Q&A (15 min)
- 6-8 pages for 10-15 minutes presentation
  - 1<sup>st</sup>: Executive Summary
  - Objective and Presentation
  - Key issue to present/tackle
  - What target/result/recommendation
- Presentation skill: Critical and need practice

## 9.2 Group Discussion / Exercise Dynamics

- Nature of case (Product marketing, e.g., UBS Banking business strategy, HSBC, IBM, capital market M&A Barclays, etc.)
- UBS IBD: Used product marketing case, e.g. Nike, Adidas
- Candidate background: Aggressive, assertive, withdrawn, courteous
- **Assessing parameters:** Expression fluency, organization of idea, participation, quality of contribution, acceptance of/by the group, influence on direction and outcome



# 9.3 Group Exercise

- Trading game (traders)
- Model building (for IBD, capital market, even fixed income/commodities in Morgan Stanley)



# 10. Practical Preparation

- Skill
  - Practice, mock interview
- Knowledge
  - Lectures, assignments, tutorials
  - Open seminars?
- Reading
  - FT, WSJ, CNBC, Bloomberg, NY Times, Risk, 經濟觀察, 第一財經, IMF Reports, 21世紀, PBOC web site, etc.



# 9. Professional Magazine in Library: Risk

