

# German and Austrian Sales

## Fixed Income Department – Summer Internship Analyst Program

**Location:** London  
**Start Date:** June/July 2007  
**Deadline:** 26 January 2007



### The Bank

As one of the world's leading banks, Credit Suisse provides its clients with investment banking, private banking and asset management services worldwide. Credit Suisse offers advisory services, comprehensive solutions and innovative products to companies, institutional clients and high-net-worth private clients globally, as well as retail clients in Switzerland. Credit Suisse is active in over 50 countries and employs approximately 40,000 people. Credit Suisse's parent company, Credit Suisse Group, is a leading global financial services company headquartered in Zurich.

### Investment Banking

In its Investment Banking business, Credit Suisse offers securities products and financial advisory services to users and suppliers of capital around the world. Operating in 57 locations across 26 countries, Credit Suisse is active across the full spectrum of financial services products including debt and equity underwriting, sales and trading, mergers and acquisitions, investment research, and correspondent and prime brokerage services.

Our commitment to providing outstanding service to our clients, our focus on teamwork, diversity and excellence means our recruitment of the best and brightest people is essential to our success.

### The Position

The Fixed Income Sales team for Germany and Austria is responsible for structuring and marketing Credit Suisse's extensive range of Fixed Income Securities and Derivatives products to German and Austrian clients and maintaining contact with Credit Suisse's counterparties.

- We deliver first-class service to
  - Financial institutions such as banks, insurance companies, pension funds and investment funds
  - Large corporations
  - The public sector
- Our product range includes
  - Rates derivatives such as Swaps, swaptions and exotic rates products
  - Credit derivatives such as first-to-default baskets, cash and synthetic CDOs
  - Long dated foreign exchange derivatives
  - Fund-linked products such as funds of hedge funds
- The team is located in both Frankfurt and London. When you start with us your tasks within our team will include the following:
  - Pricing of trades
  - Preparation of term sheets
  - Preparation of PowerPoint pitches
  - Execution of smaller transactions
  - Assistance in day to day coverage of clients
  - Improving insurance knowledge and keeping up to date with developments in both capital markets and insurance markets

### Training and Development

The Summer Internship lasts 10 weeks.

Our internships have been specifically designed to achieve two outcomes. One aim is to give you a great opportunity to demonstrate your skills, ability and ambition to work here. They are a chance to test yourself in an environment that is open-minded and challenging.

The second aim is to enable you to learn more about yourself, your qualities and whether you feel this is the right career path for you long-term. If it is, your internship will go a long way to preparing you for joining us. You will begin to discover where your strengths lie, what kind of challenges you'd like to be involved in and what area of the business might suit your skills

and interests.

You will quickly find this isn't your typical, easy-going summer job. You will assume a truly value-add role and be exposed to the type of work our Analysts handle. Pitching in, starting early and sharing in your team's successes are all to be expected. We'll be looking at how you perform in a team, how focused and analytical you are, and how well you handle the inevitable pressures that tight deadlines bring.

Training to help you make a success of your internship is provided in a variety of ways - in the classroom, on the job and through our management speaker series, educational seminars and networking sessions. We will also monitor your performance regularly to help you with any further development you might need to accomplish everything you were set to achieve by the end of your internship.

### **What We Look For**

- You will have, or be working towards, a BA or MA (or equivalent) qualification in an analytical subject such as Economics, Quantitative Finance, Business Administration, Mathematics, or Engineering, with an excellent academic record
- Availability to work full time for a 10-week period from approximately July to September 2007
- Availability to commence our Analyst program in July 2008 if your internship is successful
- Outstanding interpersonal and communication skills
- Very strong writing skills
- A keen interest in financial markets and in building a career in a leading investment bank
- A team-player with a positive co-operative attitude
- Strong organizational skills and the ability to work on multiple projects simultaneously
- Fluency in German and English

### **Application Process**

Apply online at [www.credit-suisse.com/standout](http://www.credit-suisse.com/standout)

Submit CV and cover letter

Application deadline: 26 January 2007