

CORPORATE SOLUTIONS, ASSOCIATE

WHO ARE WE

Haitong Bank, S.A. is part of Haitong Securities Co. Ltd, which is one of the leading investment banks and securities firms in China. Haitong Group is present in 14 countries in Asia, Europe, North America and South America, providing securities brokerage, wealth management, investment banking, asset management, private equity, and financial leasing services. Haitong Bank offers expertise in financial products such as structured finance, capital markets, M&A advisory, corporate derivatives, fixed income and asset management, through its operations in Portugal, Spain, UK, Poland, Brazil and Macau.

Established in October 2021, the Haitong Bank Macau Branch is the first investment bank present in Macau. The Branch aims at capturing business flows in the Greater Bay area, and bridging the region with international markets, taking advantage of Haitong's worldwide presence and deep knowledge of the Chinese market. The Macau Branch offers investment banking services including financial advisory on Mergers and Acquisitions and Debt and Fixed Income services to Corporate, Institutional and Private Equity Clients.

CORPORATE SOLUTIONS DEPARTMENT

The Corporate Solutions Department is primary client gateway into the Bank and Group wide product offering. Through the team of bankers, we have increased our ability to give a more differentiated service to our clients. The bankers' approach is client centered and their goal is to offer the most appropriate financial solutions within Haitong Bank's scope.

➤ NETWORK

Our network provides local and global expertise to help clients achieve their goals and objectives.

➤ SOLUTIONS

We deliver tailored solutions to meet the needs of clients regardless of size, industry or business priorities.

➤ INSIGHTS

A dedicated team with extensive client relationships and market experience, offering a unique China angle.

We have one opened vacancy for Associate at the Corporate Solutions Department. The role will be mainly responsible for assisting in handling customer relationship, structuring and executing corporate banking transactions.

KEY RESPONSABILITIES

Key tasks and responsibilities may include:

- Develop new customer relationship, including preparing presentation/pitch book;
- Client relationship management, including know your customer (KYC) due diligence according to internal on boarding procedures, day to day management, offering the Bank's services;



- Analyze market trends to understand market development and identify business opportunities;
- Structuring debt instruments, including financial analysis, structuring, pricing, term sheet drafting and negotiation and coordination relevant internal stakeholders;
- Execute due diligence(market/legal/technical/structure etc) on new opportunities;
- Analyze transaction documents(including info memo, financial model, term sheet);
- Build/modify financial model and prepare full accounts financial projection(including I/S, C/F and B/S);
- Prepare internal report (including presentation, term sheet, cash flow analysis etc);
- Prepare and negotiate legal documents;
- Conduct KYC due diligence on-boarding procedures;
- Perform transaction monitoring and reviews;

PROFILE

- Fluency in English and Chinese (Mandarin) is mandatory;
- 3-4 years of relevant working experience in corporate banking;
- Good accounting knowledge, able to conduct financial modeling/valuation and analysis;
- Has basic understanding of various loan structures including corporate finance/leverage finance/acquisition finance/project finance/asset finance/export finance;
- Excellent knowledge and control of MS Office tools mainly Excel and PowerPoint.
- Satisfactory interpersonal skills, able to communicate effectively in presentations and with clients;
- Highly organized, detail oriented and proactive;

If what you read inspires you, then do not hesitate to send us your CV to Macau.Careers@haitongib.com.

We would love to hear more from you. Please note that we will only reply to selected applicants.

Haitong Bank is an equal opportunity employer and proud to provide equal employment opportunity to all job seekers. We are actively committed to ensuring that no individual is discriminated against on the grounds of age, disability, gender reassignment, marriage or civil partnership status, pregnancy and maternity, race, religion or belief, sex or sexual orientation.