

**About Crédit Agricole Corporate and Investment Bank (Crédit Agricole CIB)**

Crédit Agricole CIB is the corporate and investment banking arm of Credit Agricole Group, the 12th largest banking group worldwide in terms of tier 1 capital (The Banker, July 2020). Nearly 8,400 employees across Europe, the Americas, Asia-Pacific, the Middle East and Africa support the Bank's clients, meeting their financial needs throughout the world. Crédit Agricole CIB offers its large corporate and institutional clients a range of products and services in capital markets activities, investment banking, structured finance, commercial banking and international trade. The Bank is a pioneer in the area of climate finance, and is currently a market leader in this segment with a complete offer for all its clients.

For more information, please visit [www.ca-cib.com](http://www.ca-cib.com)

**About ITB (International Trade & Transaction Banking)**

ITB (International Trade & Transaction Banking) is a Business Line within Crédit Agricole CIB and its offering is through 6 global product lines:

- Export Finance (export contract financing),
- Global Commodity Finance (financing/securing commodities),
- Trade Finance (financing/securing international and domestic trade transactions),
- Receivable and Supply Chain Finance Solutions (financing trade receivables)
- Cash Management (cash and payment management)
- Private Equity Funds Solutions (financing working capital requirements of investment funds)

**Summary of the position: Front Office support for Transaction Banking activity (Cash Management & Receivables & Supply Chain Finance)**

The candidate will integrate a team of 4 senior Sales people, dedicated to offer and structure solutions to Large Spanish Corporations (IBEX35) and Spanish subsidiaries of Multinational Companies (MNC)

**Key Responsibilities**

- Sales support in the origination of new business opportunities (pitch, market research, offers) with the opportunity to participate into the whole origination process (including Client meetings, Committee Papers) with a significant International angle
- Become a trusted partner with internal stakeholders (Back Office, Middle Office, Senior Bankers, Product & Structuring, ITB International network)
- Collaborate with Structuring teams & related participants in the implementation phase on any new business opportunities
- Support the Head of ITB in monitoring and performance control

**Knowledge & Experience needed**

- Business Administration/Finance or Engineering Degree
- Fluent English (a very strong level is compulsory) – French would be a plus
- Computer skills: Excel, Power point...

**Soft skills**

- High autonomy
- Rigorous
- Strong communication skills (both written & oral)

**Contract Details**

- CONTRATO LABORAL EN PRÁCTICAS
- Max. 2 years
- Mostly at the office
- Starting Date: September 1<sup>st</sup> 2021

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<https://servicios.fund.uc3m.es/bolsaempleo/pub/OfertasEmpleoPage.aspx>

This list is not exhaustive the Company reserves the right to amend roles and responsibilities at any time in accordance with departmental requirements.

Prepared by:  
Position:  
Dated: