



# Debt Optimisation & Distribution



The Debt Optimisation & Distribution division carries out several tasks.

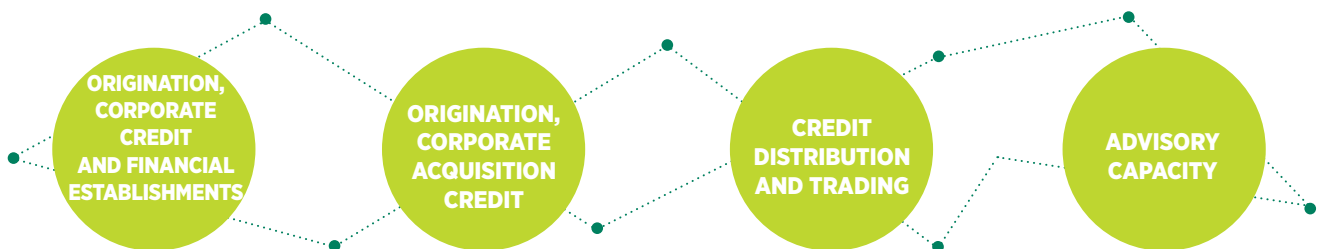
- The origination teams are in charge of originating, structuring and arranging mid- and long-term syndicated and bilateral loans for corporate clients and financial establishments.
- The distribution teams are in charge of distributing, on primary and secondary markets, all syndicated loans arranged by Crédit Agricole CIB (for corporate finance and structured/specialised finance arranged by other finance business lines of the Bank).

**Originate**  
**Rate**  
**Operations**

**Advise**  
**Distribute**  
**Syndicated loans**

 **11** countries  
**200** employees  
 including **53%**  
in our international network

## BUSINESS LINES



Large Cap and Mid-Cap clientele, as well as financial establishments.  
Team specialised in EURO PP financing.  
Approximately 70 originators based in Paris, London, Madrid, Frankfurt, New York, Singapore, Tokyo and Hong Kong.

Team of around fifteen originators specialised in corporate acquisition finance related to M&A operations.  
Regions: Europe, Middle-East and Africa (EMEA), Americas and Asia.

A 30-strong sales team distributes, on primary and secondary markets, syndicated loans originated by the finance business lines, on all geographical regions.  
Teams specialised by finance type: corporate, LBO (Leveraged Buy-Out), project financing, maritime, real estate, aviation, etc.  
Specific team (London and New York) dedicated to credit trading.

Around twenty specialists advising key corporate clients on:

- financial rating;
- financial structuring;
- managing their need for working capital and their liquidity.

## Some of the positions we offer



### ORIGINATION ANALYST M/F

You are in charge of originating, structuring and arranging syndicated and bilateral loans for corporate clients and financial establishments.

Your tasks:

- ▶ to prepare internal pricing committees;
- ▶ to prepare financing pitches;
- ▶ to structure and arrange financing conditions (mandate and term sheet);
- ▶ to negotiate the legal documentation and monitor syndication up until the closing;
- ▶ to conduct marketing monitoring (comparisons, benchmarking, etc.);
- ▶ to monitor and report on ongoing/loss or closed syndication operations.

### CORPORATE ACQUISITION FINANCE AND RATING ANALYST M/F

You act alongside the corporate origination teams in structuring and arranging acquisition finance operations, in partnership with CACIB's M&A. You advise clients about their rating.

Your tasks:

- ▶ to prepare acquisition pitches: sector and strategic analysis, modelling acquisition pro forma, sector comparables, benchmarks, etc.;
- ▶ to coordinate internally the credit processes with the other business lines;
- ▶ to structure, arrange and negotiate the mandate and financing conditions (term sheet);
- ▶ to draft syndication reports and design the syndication strategy;
- ▶ to negotiate legal documentation with clients, participating banks and the lawyers, and monitor syndication up until the closing;
- ▶ to study corporate credit and structured finance (LBO, asset financing, etc.);
- ▶ to analyse the reasons for the company's/project's (and competitors') current or potential ratings;
- ▶ to create financial models and conduct sensitivity studies;
- ▶ to draft recommendations on capital structure depending on the target rating.

### DISTRIBUTION SALES M/F

You are in charge of primary syndication and the secondary sale of syndicated loans (corporate clients, financial establishments, telecoms and structured finance) to banks and non-bank institutional investors.

Your tasks:

- ▶ to organise road shows and bank meetings for the launch of syndications;
- ▶ to syndicate all loans originated by CACIB with its investors as bookrunner;
- ▶ to distribute loans on the secondary market to these same investors, and develop the CACIB investor client base on all asset classes;
- ▶ to support the origination teams by giving them an opinion, in particular as regards pricing, structure and underwriting exposures, as well as syndication strategy;
- ▶ to actively monitor changes impacting the syndicated loan market, investor expectations, terms and conditions of transactions launched, market liquidity and depth.

## CANDIDATE PROFILES

- ▶ Business or Engineering School / University
- ▶ Specialisation in corporate finance
- ▶ Business sense and marketing skill
- ▶ Results- and prioritiesoriented
- ▶ Good command of valuation and modelling techniques
- ▶ Ability to work as part of a team and to manage stress
- ▶ Excellent interpersonal skills
- ▶ Ethics & compliance
- ▶ Fluent English



## The + points



**Cross-disciplinarity: regular contact with the other business lines**

**Expert career**

**Good balance between technical and sales aspects**

**Significant international aspect**

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