



# Coverage and Investment Banking

Coverage and investment Banking gathers Crédit Agricole CIB's sales force (Senior Bankers) and Investment Banking activities (M&A, Equity Capital Markets, etc.).

Coverage is in the middle of the Bank's organisation and is responsible of the client revenues and profitability. The Coverage mandate encompasses the responsibility for the Bank relationship with clients at a global scale, the use of the whole product range of the Bank, the monitoring of the counterparty risk exposure.

It is organised around 8 main departments that meet the requests of our key account clients and mid-cap businesses.

**Client relationship**    **Investment**  
**Responsible finance**    **International**  
**Solutions**    **Strategy**    **Performance**  
**Advice**    **Cross-disciplinarity**  
**Sustainable banking**



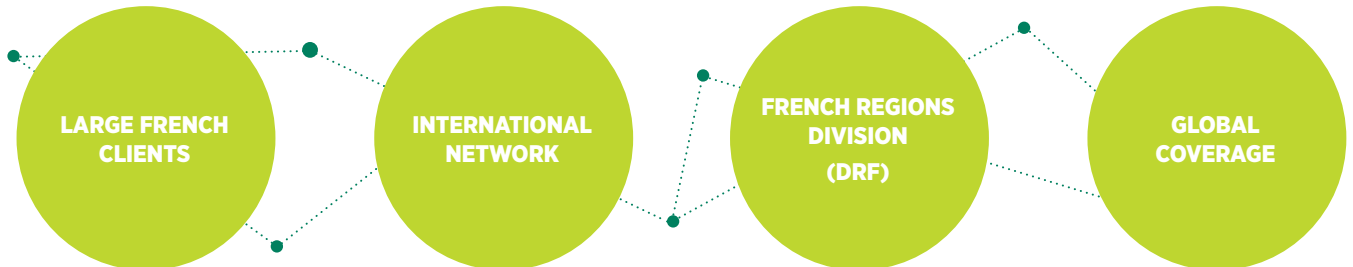
**32** countries

**420** employees

including **64%** in the international network



## COVERAGE ORGANISATION



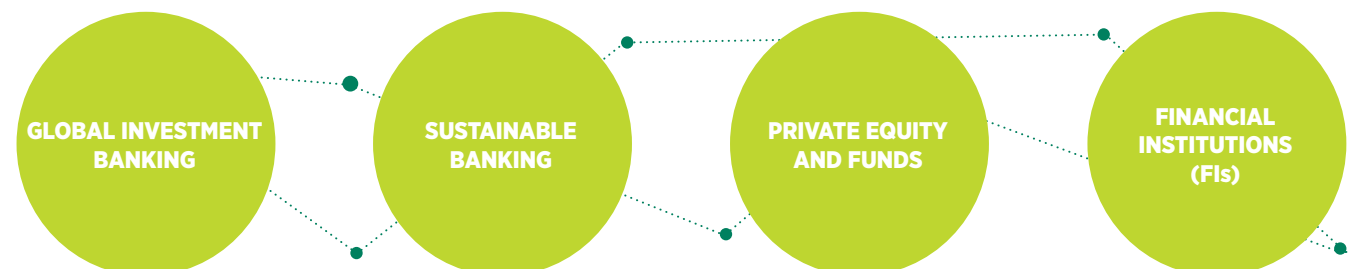
Senior bankers based in France monitor and offer French Key Account Corporate Clients a comprehensive range of services and products that meet their needs.  
 Coordinates and steers the actions of all Crédit Agricole CIB and Group business lines.

Comprises the European countries and 3 regions that encompass the rest of the world:  
 • Americas (hub: New York)  
 • Asia - Pacific (hub: Hong Kong SAR)  
 • Middle East - North Africa (Dubai).  
 A system comprising senior bankers and business lines is present in each country.  
 Ensures a bespoke assistance on international level to the Crédit Agricole Group's middle market customers (Regional Banks, LCL, foreign subsidiaries, BPI-Banque de Proximité à l'International, etc.).

Offers the Regional Banks the services of the CIB to cover a regional clientele of businesses, institutions and local authorities.

Manages a global approach in all the coverage entities in line with the strategy, promotes a strong coverage culture, builds a common performance framework and improves operational efficiency.

## BUSINESSES/PRODUCTS ORGANISATION



Aims at advising large clients of the Bank for their strategic financial issues as well as structuring and executing specialised financial transactions in the following areas: M&A, Equity Capital Markets, Equity-Linked Activities, Structured Finance.

Ensures on a worldwide basis the origination and, jointly with the Business Lines, the execution of socially and environmentally finance transactions (e.g. green bonds, social bonds and impact investments) for corporate and institutional customers.

Provides companies with equity, expertise and strategies for managing a buyout and their company development through build-up strategy, internationalisation, operations improvement, digitalisation and CSR implementation.

Is the Coverage entity of the Financial Institutions of the Bank. Experienced Senior Bankers operate from a global platform, with presence in various locations.

## Some of the positions we offer



### GLOBAL RELATIONSHIP MANAGER

Working with a senior banker, you contribute to developing long-lasting and profitable relationships with a portfolio of corporate clients.

Your tasks:

- ▶ to analyse information, prepare meetings and sales pitches for clients;
- ▶ to coordinate the sales activity with the business sectors, the business lines and the international network;
- ▶ to prepare the strategic reviews and the risk reviews;
- ▶ to monitor the client portfolio operations alongside the business lines;
- ▶ to analyse and monitor client profitability in its various components (revenue, consumption of own funds, etc.);
- ▶ to build and monitor client budgets;
- ▶ to prepare “Know Your Customer” (KYC) files.

### M&A ANALYST

You actively take part in originating and executing Mergers & Acquisitions transactions in France and abroad. You also have an advisory role.

Your tasks:

- ▶ to advise companies or investment funds;
- ▶ to originate mergers & acquisitions transactions in France and abroad: sector analysis, financial analysis, valuation, preparing presentations for clients or the department’s targets;
- ▶ to execute the transactions: organising processes, financial modelling and valuation work, writing information memoranda and management presentations, structuring transactions, interacting with other legal, financial and technical advisers, regular contacts with clients.

### SENIOR BANKER

You are in charge of developing and steering the overall sales relationship of the Bank with the Key Accounts of your portfolio.

Your tasks:

- ▶ to develop long-lasting and profitable relationships for the Bank (multi-product, multi-region) with its clients;
- ▶ to uphold a high-level relationship with client top management;
- ▶ to understand the strategy and financial situation of clients and anticipate their needs;
- ▶ to understand the specific features and challenges of the client business sector;
- ▶ to steer and coordinate the Bank’s business teams that are in contact with the client to offer them the most appropriate solutions;
- ▶ to obtain high-quality and profitable authorisations that are in line with the Bank’s strategy, by optimising the use of scarce resources;
- ▶ to define the strategy to develop the sales relationship;
- ▶ to steer the profitability and sales objectives per client;
- ▶ to understand and anticipate the risks related to the CIB’s activities and monitor counterparty risks with the business lines.

## CANDIDATE PROFILES

- ▶ University / Business or Engineering Schools
- ▶ Specialisation in finance
- ▶ Ability to analyse and summarise
- ▶ Sense of confidentiality
- ▶ Sense of Client Relationship
- ▶ Good writing skills
- ▶ Ability to work as part of a team
- ▶ Interpersonal skills
- ▶ Ethics & compliance
- ▶ Fluent English



## The + points



- Excellence of client relationship**
- Sector expertise**
- Strong international dimension**
- Very quick learning curve**

- Cross-business and cross-sector dimension:** contact with all the Bank’s products and businesses
- Professions at the heart of global economic events**

To apply, visit [www.jobs.ca-cib.com](http://www.jobs.ca-cib.com)

