



International Trade & Transaction Banking

Drawing on a worldwide network of dedicated professionals, the International Trade & Transaction Banking team offers a wide range of solutions to businesses and financial establishments to meet their needs in terms of international trade and treasury management. Crédit Agricole CIB works alongside its clients to help them process, secure and finance their operations throughout the world.

Financing
Expertise
Sales relationship
Clients
Cash Management

Products
Export
Innovation



21 countries

500 employees



including **50%**
in our international network

BUSINESS LINES

EXPORT FINANCE

Finance the purchase of capital goods through a loan agreement granted to the importer, secured by sovereign guarantors.
Locate in all the countries where we are present.

COMMODITIES FINANCE

Includes all commodities' financing activities. With four major operational platforms: Geneva, Singapore, New York and London, teams are also present in Sao Paulo, Shanghai and Hong Kong. Provides all sorts of solutions to meet the needs of major international commodities traders (prefinancing arrangements, stock financing, etc.).

TRADE FINANCE

Provide a wide range of products and services to offer our clients solutions that secure and finance international trade transactions (commercial and financial guarantees, documentary transactions, etc.).
120 experts located in 21 countries.

RECEIVABLE & SUPPLY CHAIN FINANCE

Specialised in the implementation of receivables repurchase solutions (trade receivables and trade payables) aimed at optimizing the working capital of our corporate customers.

CASH MANAGEMENT

Assists corporates and financial institutions in France and on the international scene by supporting them in managing the day to day liquidity, and optimises the efficiency and security of their domestic & cross border payment flows – over 30 currencies handled (account management, e-banking).
Around 80 experts, located in the main worldwide economic centers, serve 3,500 clients worldwide.

FUNDS SERVICES

Offers a full-fledged and tailor-made range of solutions adapted to investment funds' financing needs (equity, infrastructure and real estate), with teams in Paris, London and New York.

Some of the positions we offer

TRADE FINANCE ORIGINATOR

You are in charge of originating, promoting, distributing and structuring trade finance products and solutions for the corporate clients and financial establishments of your portfolio.

Your tasks:

- ▶ to manage a portfolio of clients: commercial relationship;
- ▶ to originate deals: assess and develop the portfolio, initiate potential new deals and mandates;
- ▶ to promote, distribute and structure international trade finance products and solutions.

TRANSACTION BANKING PRODUCT SPECIALIST

You are responsible for the development of new products in Transaction Banking.

Your tasks:

- ▶ to develop new products: assess client needs, coordinate and monitor progress;
- ▶ to take charge of the product strategy and setting the pricing policy;
- ▶ to promote products: prepare the communication documentation (client presentations, technical descriptions, etc.).

MIDDLE OFFICE ANALYST

In coordination with the origination teams, you are responsible for implementing “products” operations by analysing the compliance of the legal and commercial documentation.

Your tasks:

- ▶ to check the operational conditions of the transactions;
- ▶ to monitor and manage a portfolio of financing;
- ▶ to analyse client commitments during the annual review of their file;
- ▶ to compile «Know Your Customer» (KYC) files.

CANDIDATE PROFILES

- ▶ University / Business School
- ▶ Specialisation in finance / audit / banking law
- ▶ Good knowledge of Corporate Investment Banking activities
- ▶ Interest for international finance
- ▶ Project management
- ▶ Ability to analyse and summarise
- ▶ Proven writing skills
- ▶ Ability to work as part of a team
- ▶ Ethics & compliance
- ▶ Fluent English



The + points



Expertise

Significant international aspect

Contact with clients

To apply, visit www.jobs.ca-cib.com

