Coverage and Investment Banking

Coverage and Investment Banking gathers Crédit Agricole CIB's sales force (Senior Bankers), Global Relationship Managers 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 9 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

850 employees including **64%** in the international network

COVERAGE ORGANISATION

LARGE FRENCH CLIENTS

Senior bankers based in France monitor and offer French Key Account Corporate Clients a comprehensive range of services and products that meet their needs.

They coordinate and steers the actions of all Crédit Agricole CIB and Group business lines.

INTERNATIONAL NETWORK

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.).

MIDCAPS DIVISION

Is responsible for meeting the specific needs of Midcap companies. These businesses play a strategic role in the French regions by driving the economy and acting as decision-making centres.

The Midcaps Division also addresses the needs of the public sector clients and regional financial institutions. To that end, it leads a global and coordinated approach, in particular with the Regional Banks and LCL.

MULTINATIONAL COMPANIES DEPARTMENT

Leads the MNC Senior Bankers worldwide and is responsible for the development of the international business of our global corporate clients.

GLOBAL COVERAGE ORGANISATION

Deploys an harmonized management of the Bank Coverage in all entities in France and abroad in line with the strategy

Ensures notably the alignment between Countries strategies and Sectors strategies and the implementation of the best-in-class client relationship standards, notably via the development of new digital tools.

Promotes a strong coverage culture, builds a common performance framework and improves operational efficiency.

BUSINESSES/PRODUCTS ORGANISATION

GLOBAL INVESTMENT BANKING

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.

SUSTAINABLE BANKING

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

PRIVATE CAPITAL GROUP

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.

FINANCIAL INSTITUTIONS (FIs)

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

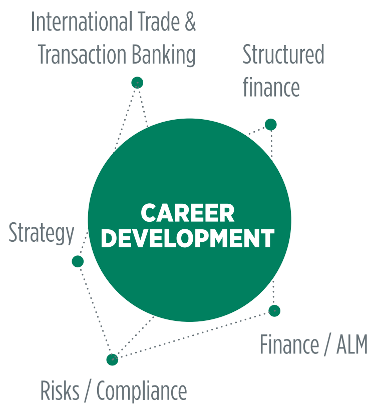
You are in charge of developing and steering the overall sales relationship of the Bank with the Key Accounts of your portfolio.

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

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