Hello,

I am pleased to welcome you to the ESADE Financial Services Recruitment Fair, held this year on Saturday October 3rd in the ESADE Forum, Barcelona Campus, Avenida Pedralbes 60.

This one-day event is the perfect platform to acquire useful information on different areas and roles within finance via presentations and workshops which are delivered by representatives from the most prestigious firms in the financial services sector.

Additionally, in the afternoon is an opportunity to meet experienced professionals, ESADE alumni and international recruiters so do come with lots of questions and impress them with your professional Pitch!

In this guide you’ll find company information, jobs and internship opportunities and application deadlines. But, when it comes to applying please make sure you submit a timely, well-presented application, and make certain you’ve spoken to the representatives at this Fair.

I look forward to seeing you and trust you make the most of the ESADE Financial Services Recruitment Fair, 2015.

Iain McLoughlin
Director ESADE Careers
PRACTICAL INFORMATION

LOCATION
The Financial Services Recruitment Fair will take place on Saturday October 3rd at ESADE Barcelona Pedralbes Campus, concretely at the ESADE Forum space (access through reception) and other rooms (mainly in the second floor).

Address: Avinguda Pedrables 60-62, 08034 Barcelona

How to get there:
Bus: Several bus routes stop near ESADE, including the 22, 64, 78, 63 and 75.
Metro: The nearest underground station is María Cristina (line 3), around 500 metres (uphill) from ESADE.
Ferrocarriles: The closest FGC station is Reina Elisenda, just 250 metres from ESADE.

REGISTRATIONS, PUNCTUALITY AND DRESS CODE
Registration will open on the 22nd September in Career Portal – Events – Workshops. Registration will be on a first-come first served basis with a waiting list, and confirmations and reminders will be sent prior to the event to your ESADE email.
If you are not able to attend, please unregister and allow other students to take your place.
We recommend you to arrive at least 30 minutes before the first corporate presentation session which you have registered for in order to have ample time to pick up your nametag at Reception and proceed to your session.
We recommend you dress business formal (suit and tie for men, formal clothes for ladies) and your name tag is visible to allow access to the different event activities on the premises. Punctuality is expected.

FOOD & REFRESHMENTS
You may use, at your own expense, the cafeteria services in ESADE which will offer refreshments, pastries, sandwiches and a salad bar will be open from 8:00h in the morning.
The Cafeteria is on -1 floor and to access this area, please exit the ESADE Forum premises from reception (ground floor) and follow the signs in the corridors.
HOW TO GET THE MOST FROM THIS EVENT

BEFOREHAND

1. Read this guide
   In addition to reviewing the company information you will also be able to learn:
   - Whether the companies offer Spring Weeks (for ante-penultimate year students only)
   - If summer internships are open to final year students
   - When to expect application deadlines and apply in good time as many banks have rolling applications
   This information is important to review prior to the event in order to be able to maximize your time and interaction with the recruiters on more in depth topics and details about yourself.

2. Make your own schedule
   ESADE Careers staff will be present at the event and will offer their help and guidance throughout the day. Make sure you know when and where you need to be and, don’t forget once a presentation has started you will not be allowed in the room.

3. Get familiar with the industry

4. Prepare questions in advance
   You may not be able to ask many questions during the corporate presentation sessions due to time limitations, but have a few questions prepared, for now or later in the day. Here are a few to help you, but you are certain to have your own:
   - What personal qualities do you see as important for success?
   - Why did you decide to work for this company?
   - How does your company differ from its competitors?
   - How would you describe the company culture?
   - Does the company have a mission? If so, how does it fulfill that mission?
   - What opportunities do you envision in this industry in the near future?
   - What were the keys to your career advancement?
   - If your job progresses as you like, what would be the next step in your career?
   - I am a female antepenultimate year student and see you have Spring programmes, including one for women. Would you recommend I apply to the women’s program or the general program?
   - I am a final year student, (or a one year Master’s student) who is interested in Investment Banking but I haven’t worked in a bank before. Do you recommend I apply for an analyst role or an internship?

ON THE DAY

1. Business attire
2. You don’t need mobile, laptops, tablets, but you may want to take notes.
3. Don’t forget to write down the names of presenters and alumni, so you can mention them in cover letters and applications.
4. At the stands,
   a. Bring your CV, as a means to introduce yourself. But don’t expect recruiters to take it
   b. Write down the names of the representatives you speak to, and thank them for their time
   c. Respect established entry and exit times for your program.

AFTER THE EVENT

1. If you obtained contact details, send a thank you or follow up email.
2. Make sure you submit well-constructed applications to firms you are interested applying to and long before the “official” deadline. If you are insure please meet with a Career Advisor.
3. Request meetings with the ESADE Careers team via [www.esade.jobs](http://www.esade.jobs) who will review your cover letter or application form and offer advice on how to ace your interview and what to expect in an assessment centre.
FINANCIAL SERVICES PROGRAMMES: WHICH ONE IS FOR YOU?

INVESTMENT BANKS

Please note many Investment Banks will only allow you to apply to one or two opportunities a year across all their programmes, divisions and locations. It’s important to read carefully their Careers section on their webpages and take the opportunity to clarify with them at the Career Fair any doubts you may have before submitting your application.

PROGRAMMES & OPPORTUNITIES.

• **Spring Weeks or Spring Insight Programmes**

  These “Insight sessions” take place in London, usually around Easter and last from 1 day to 2 weeks, depending on the company. They may be generalist, by divisions or may sometimes target specific groups such as women interested in finance.

  Banks offering these programmes target ante-penultimate year students (Class 2018) who are interested in learning more about the finance industry. They take place in spring 2016 and help increase your understanding of finance. They also look good when applying for a summer internship (July 2017).

• **Summer Internships or Summer Analyst (Full time, or is this another name for “internship opportunities”?)**

  In general, companies target penultimate year students from any program (Class 2017). These employment experiences take place over the summer either in the regional headquarters or in a local (country) office.

  Summer internships may lead to a full time opportunity the following summer.

  Depending on the company, division and country, Summer Internships might also be open to final year students (Class 2016), so please double check at the Career Fair during the afternoon at the networking stand session with the company HR representatives.

• **Off Cycle Internships**

  These are internships generally lasting from 3 to 6 months or even longer, taking place at any time of the academic year. These opportunities at times can be advertised well in advance in autumn or throughout the year based on sporadic or immediate hiring needs.

  In general, off cycle internships target penultimate year students (Class 2017) and can lead to a full time offer for the following summer.

  Many firms also offer them to final year students (Class 2016), and can lead to a full time offer. Ultimately it depends on performance – yours and the companies. We recommend that final year students without prior experience in the industry/role of interest should take advantage of the opportunity to discuss their profile at the Career Fair with the company HR representative and if still interested apply 2 months before you are available.

• **Graduate Programmes, Direct Entry and Analyst roles**

  These are opportunities for final year students (Class 2016).

  In certain companies/divisions/roles/offices, previous relevant experience is required. If you do not have this previous experience, we recommend you to discuss this at the Career Fair and assess which option would be the most appropriate strategy for you to land an opportunity at their firms (maybe a summer internship or off-cycle). The V.I.E Programmes (the International Internship Programme) is also an excellent opportunity for final year European students. They are offered by French banks including: Société Général CACEIS BANK, (Crédite Agricole), BNP Paribas, Natixis. Opportunities are available all year round.
**FINANCIAL SERVICES RECRUITMENT FAIR – SATURDAY, 3rd OCTOBER 2015**

**ESADE CAREERS**

**FINANCIAL SERVICES SESSIONS**

<table>
<thead>
<tr>
<th>TIME</th>
<th>SESSION</th>
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<tbody>
<tr>
<td>08:45 - 09:00</td>
<td>Institutional Welcome</td>
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<tr>
<td>09:00 - 09:40</td>
<td>Introduction to Banking by Goldman Sachs (Auditorium ESADEFORUM)</td>
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<tr>
<td>09:45 - 10:15</td>
<td>M&amp;A by BBVA (Auditorium ESADEFORUM)</td>
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<tr>
<td>10:20 - 10:50</td>
<td>Capital Markets: ECM/DCM by Deutsche Bank (Auditorium ESADEFORUM)</td>
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<tr>
<td>10:55 - 11:25</td>
<td>Sales, Trading &amp; Research by Morgan Stanley (Auditorium ESADEFORUM)</td>
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11:25 - 12:00 BREAK

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<tr>
<th>TIME</th>
<th>SESSION</th>
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<tbody>
<tr>
<td>12:00 - 12:30</td>
<td>Fund Administration by CACEIS Bank Luxembourg (026)</td>
</tr>
<tr>
<td></td>
<td>Demystifying Insurance GENERALI GROUP (029)</td>
</tr>
<tr>
<td>12:45 - 13:15</td>
<td>Asset management by Fidelity Worldwide Investments (026)</td>
</tr>
<tr>
<td></td>
<td>Banking in house Consulting by Societe Generale (029)</td>
</tr>
<tr>
<td>13:30 - 14:00</td>
<td>Challenges and opportunities in Insurance sector by Allianz (026)</td>
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<td></td>
<td>Wealth Management by JP Morgan (029)</td>
</tr>
<tr>
<td>14:15 - 15:05</td>
<td>Technical interviews by Bank of America Merrill Lynch (026)</td>
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<td></td>
<td>Trading GAME by Credit Suisse (Auditorium ESADEFORUM)</td>
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<tr>
<td>14:15 - 15:05</td>
<td>Private Equity by Abac Capital (029) (no stand)</td>
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<td></td>
<td>LBO workshop by Barclays (029)</td>
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<tr>
<td>15:20 - 16:10</td>
<td>M&amp;A Case study by CITI (026)</td>
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<td>16:10 - 17:30</td>
<td>CAREER FAIR STANDS MSc &amp; CEMS STUDENTS (Foyer auditorium)</td>
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<td></td>
<td>BBA students - CV &amp; Cover Letter Review with ESADE Careers (optional)</td>
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<tr>
<td></td>
<td>(Foyer amphitheatre)</td>
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<tr>
<td>17:00 - 18:30</td>
<td>CAREER FAIR STANDS BBA STUDENTS (Foyer auditorium)</td>
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<td></td>
<td>MSC students - CV &amp; Cover Letter Review with ESADE Careers (optional)</td>
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<td></td>
<td>(Foyer amphitheatre)</td>
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<tr>
<td>18:30 - 19:30</td>
<td>Women in Banking Panel, with Fidelity, Bank of America Merrill Lynch and UBS (Auditorium)</td>
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</tbody>
</table>

**SPRING WEEKS CANDIDATES**

Banking Applications & Selection process by Barclays (025) (from 12:00 to 13:45)

**SPRING WEEKS CANDIDATES**

CV & Cover Letter Review with ESADE Careers (from 14:30 to 16:30) (Foyer amphitheatre)

**CAREER FAIR STANDS**

MSC students - CV & Cover Letter Review with ESADE Careers (optional) (Foyer amphitheatre)

**CAREER FAIR STANDS**

BBA students - CV & Cover Letter Review with ESADE Careers (optional) (Foyer amphitheatre)

**SESSIONS**

WORKSHOPS & TRAININGS

CAREER FAIR

ESADE CAREERS - INDIVIDUAL CV & CL REVIEW

WOMEN IN BANKING PANEL
**ABAC CAPITAL**

**ABOUT US**

Founded in 2014, Abac Capital is an independent advisor of Private Equity fund managers, led by Founding Partners Oriol Pinya, Borja Martínez de la Rosa, Javier Rigau and Saúl Ruiz de Marcos.

Located in Barcelona and Madrid, the firm advises Abac Solutions Manager S.à r.l. on investments across the capital structure of solid Spanish businesses that require financial support or capital for growth.

Abac founders bring to the partnership over 70 years of investment experience in a myriad of industries, countries, stages of development and balance sheet structures.

Collectively, the partners have advised, managed and exited over € 2.7 billion in equity and debt-like instruments in over 30 companies.

More at www.abaccapital.com

<table>
<thead>
<tr>
<th>LOCATIONS</th>
<th>Barcelona</th>
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<tbody>
<tr>
<td>SPRING WEEKS &amp; APPLICATION DEADLINE</td>
<td>Not applicable.</td>
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<tr>
<td>SUMMER INTERNSHIPS &amp; APPLICATION DEADLINE</td>
<td>Not applicable.</td>
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<tr>
<td>OFF CYCLE INTERNSHIPS &amp; APPLICATION DEADLINE</td>
<td>Upon corporate needs.</td>
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<tr>
<td>GRADUATE OPPORTUNITIES &amp; APPLICATION DEADLINE</td>
<td>Upon corporate needs.</td>
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<tr>
<td>STUDENTS SOUGHT</td>
<td>BBA and MSC in Finance</td>
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<tr>
<td>HOW TO APPLY</td>
<td>email: <a href="mailto:enquiries@abaccapital.com">enquiries@abaccapital.com</a></td>
</tr>
<tr>
<td></td>
<td>website: <a href="http://www.abaccapital.com/en/contact/">http://www.abaccapital.com/en/contact/</a></td>
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<tr>
<td>SELECTION PROCESS</td>
<td>CV and grade transcript as first filter; several rounds of deal team interviews including case studies.</td>
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</tbody>
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**ABOUT US**

Allianz Group is one of the largest insurance and financial groups in the world. With 148,000 employees, the Group serves more than 78 million customers in 70 countries. Allianz Seguros with its focus on mid channel (with about 13,000 agents and brokers) and its comprehensive range of life insurance and non-life is the main subsidiary in our country. Together, 2,500 employees of Allianz Group companies in Spain serving more than 4 million customers.

**LOCATIONS**

Spain (mainly Barcelona & Madrid) and abroad.

**SPRING WEEKS & APPLICATION DEADLINE**

Not applicable.

**SUMMER INTERNSHIPS & APPLICATION DEADLINE**

Not applicable.

**OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE**

Allianz internship program offers last year students of Bachelor’s Degree or Msc. the opportunity to acquire a first professional experience in areas such as marketing, sales, finance, investment and operations among others. Students will be accompanied by two tutors, one business and another HR tutor, to help them to gain practical experience, assume responsibility and to support the development of their professional skills. The program has a flexible length of 6 to 9 months, it is fully compatible with academic demands and it provides a financial assistance. There is not a specific start period but selection process concentrates on October and February. We adapt the start date to the student's needs.

**GRADUATE OPPORTUNITIES & APPLICATION DEADLINE**

Allianz Seguros offers opportunities for graduates according to the needs of the company so that there is not an application deadline. We post all the jobs at www.allianz.es. If you are interested in joining the company you can also send us your spontaneous job application through the website. For graduate opportunities in other countries please visit: https://www.allianz.com/en/careers/join_us/graduates.html

**STUDENTS SOUGHT**

Allianz Seguros offers careers opportunities for a wide variety of profiles: BBA, Law, Engineering, Marketing Degree students and Msc. in Finance, Marketing, and Actuarial students. Fluent in written and spoken English and Spanish is a must. Diversity, teamwork, personal and professional growth, the pursuit of excellence, innovation, proximity, commitment, analytical capacity and results orientation are values with which we identify.

**HOW TO APPLY**

Our internship vacancies are posted on the website www.allianz.es (trabaja con nosotros) as well as on ESADE Career Portal. For internship opportunities in other country offices and HQ, please visit: https://www.allianz.com/en/careers/join_us/students.html

**SELECTION PROCESS**

Our selection process consists on assessment centre for internship positions: presentations, case resolution, HR interview and business interview. For Graduate Programs the process includes:

- HR telephone & personal interview
- Business interview
- Personal Profile Analysis
- Technical Test (in some cases)
- English test
ABOUT US

Our story is linked to institutions that decisively contributed to Spain´s progress and modernization. Banco de Bilbao was founded in 1857 and Banco de Vizcaya in 1901. Both banks merged in 1988 determined to support and promote the industrialization of the Basque Country and thus of the rest of the state. Therefore, BBVA Group was created in 1999 as a result of the merger of BBV and Argentaria, two financial groups with strong roots in Spain as an entity that blends youth and tradition.

At BBVA we are working to become the international digital bank of choice. Our goal is to provide a different experience to our customers, making their life easier in both the physical and digital worlds.

We have embarked on a journey of transformation that focuses on the following goals:

– Creating increasingly flexible and simple digital products.
– Consolidating our customers through the Web and mobile channels.
– Committing to real-time transaction platforms to enable data analysis and customized content distribution.
– Adapting to changes in all the geographical regions where we operate.

LOCATIONS

Madrid

SPRING WEEKS & APPLICATION DEADLINE

Not applicable.

SUMMER INTERNSHIPS & APPLICATION DEADLINE

Not applicable.

OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE

BBVA Internships are aimed to undergraduates, or recent graduates who want to have a first professional experience. Our internship programme is ongoing during the year and takes place in our Central Areas in the bank. Trainees stay with us for a maximum period of 6 months in which a tutor will be leading their training.

You can apply to this programme through our website: https://careers.bbva.com/es/

GRADUATE OPPORTUNITIES & APPLICATION DEADLINE

Our hiring processes are all for Graduate, Master or Postgraduate students. We start our hiring processes when an area in the bank has a specific demand of candidates. Openings for the Corporate & Investment Banking analyst roles at BBVA will be posted at ESADE’s job portal in October.

For direct entry opportunities in Spain or abroad, please visit https://careers.bbva.com

STUDENTS SOUGHT

The backgrounds we look for are very different depending on the area in which they are going to work/go through an internship. Profiles from Economic Science, Business Management and Law, Engineering, Mathematics, Statistics, Physics, etc. are the most commonly required.

HOW TO APPLY

To take part in our recruitment processes, it´s necessary to submit your CV on our web page www.careers.bbva.com/espana. Here, you will find all our available offers so that you can choose and apply to those that best fit your profile.

For direct entry opportunities abroad, please visit https://careers.bbva.com/

SELECTION PROCESS

Our processes can have different phases depending on the level of seniority. While participating in them you can find psychological tests, language tests, personal interviews, group dynamics, or specific knowledge tests.
### ABOUT US

Bank of America is one of the world’s leading financial institutions, serving individual consumers, small- and middle-market businesses, large corporations and governments with a full range of financial and risk management products and services. Our purpose is to make financial lives better.

Bank of America Merrill Lynch is the marketing name for the Global Banking and Markets businesses. Combining our local knowledge and global expertise, we offer products and services across Global Corporate and Investment Banking, Global Markets and Consumer Card. In Europe, the Middle East and Africa we have offices in 21 countries serving the needs of individual, corporate, institutional and government clients.

Being a responsible business is integral to the success of our employees, clients and stakeholders, which is why we’re committed to making a difference in the communities in which we live and work. Our efforts focus on youth employment, environmental sustainability, arts and cultural investments and responsible business practices.

### LOCATIONS

London, Chester, Dublin and other locations across Europe, the Middle East and Africa

### SPRING WEEKS & APPLICATION DEADLINE

- Spring Insight programme: **Thursday, 7 January 2016**
- Summer Insight Programme: **Thursday, 28 April 2016**

### SUMMER INTERNSHIPS & APPLICATION DEADLINE

Compliance, Corporate Audit, Global Corporate & Investment Banking, Global Loan Products, Global Markets, Global Transaction Services, Quantitative Management, Research, Risk and Technology.

- Summer Internships: **Thursday, 26 November 2015**

### OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE

Off-cycle internships are available throughout the year and vary from three to six months in length depending on the business need. Locations vary, but the majority of opportunities are in London, Dubai, Frankfurt, Madrid, Milan, Moscow and Paris within the Investment Banking and Global Markets divisions.

### GRADUATE OPPORTUNITIES & APPLICATION DEADLINE

Compliance, Corporate Audit, Global Corporate & Investment Banking, Global Loan Products, Global Markets, Global Transaction Services, Quantitative Management, Research, Risk and Technology.

- Full-time: **Thursday, 29 October 2015**
- Full-time Technology: **Thursday, 26 November 2015**

### STUDENTS SOUGHT

All degree disciplines, or a degree in Science, Technology, Engineering, Mathematics or other related subjects can be beneficial for technology programmes

### HOW TO APPLY

[www.baml.com/campusEMEA](http://www.baml.com/campusEMEA)

### SELECTION PROCESS

Each business area has individual requirements, please refer to the individual job vacancy details in our application system.
Barclays is a major international financial services provider, with a presence in more than 50 countries. They’re a bank with strong values and the clear purpose of helping people achieve their ambitions — in the right way. They’re reshaping and rebalancing their business — building on their strengths and aiming to become the instinctive partner of choice for all their stakeholders.

There’s a breadth of opportunity at Barclays. As their expertise covers a wide range of areas, from Investment Banking to Personal and Corporate Banking, and the vital Business Functions that support and underpin our success, you’ll find exciting opportunities across the bank. In Spain, Barclays is focused on Investment Banking (M&A, Equity & Debt Capital Markets, Risk Solutions, Global Markets) and Corporate Banking Services.

Barclays offers a variety of programmes to explore, all aimed at students who will graduate in 2017.

**Locations**

EMEA (London, Madrid, Frankfurt, Milan, Dubai, Paris)

**Spring Weeks & Application Deadline**

Barclays Spring Programme: Get a panoramic view of the bank. Develop a clearer idea of what we do, and where you might fit, all in the space of a week in spring. Through work shadowing, workshops, interactive skills sessions and networking opportunities, you’ll gain an incredible insight into a career in the financial world. There will be presentations, case studies, an assessment centre survival workshop and even a few social events.

At the end, you’ll have a clear idea of what we do and where you might fit. If you take part in our Spring Programme you’ll automatically be considered for a summer internship the following year.

**Summer Internships & Application Deadline**

Barclays Internship Opportunities: Barclays’ nine week summer internships are open to penultimate or final year students as well as graduates. Barclays’ internships are an outstanding opportunity to gain a flavour of what life is like at a global bank and understand the way they do business and work with their clients. Working in active teams, performing a genuine role and taking real responsibility, you’ll learn new skills and enjoy a unique experience.

**Off Cycle Internships & Application Deadline**

Barclays offer some off cycle internships within our investment banking division, which range from anything between nine weeks and six months at different times of the year.

**Graduate Opportunities & Application Deadline**

Not applicable.

**Students Sought**

Barclays welcomes applications from all backgrounds and degree disciplines. There are many routes available, and they’ll all challenge and stretch you. So, whatever your degree, get ready to think boldly, act decisively and put your career into action.

**How to Apply**

Visit [www.barclays.com/joinus](http://www.barclays.com/joinus) to find out more and to apply.

**Selection Process**

Online application and CV upload, first interview followed by an assessment centre in London or Madrid.
CACEIS is a banking group dedicated to institutional and corporate clients. Through offices across Europe, North America and Asia, CACEIS delivers a comprehensive set of high services covering:

Depositary | Trustee- Custody | Fund Administration and Transfer Agency | Issuer Services

CACEIS is one of the world’s leading asset servicing providers and is the premier player in the sizeable French market. In recent years, CACEIS has posted impressive growth figures driven by strong sales and targeted acquisitions in the North American, German and Swiss markets.

Key figures (As at December 31, 2014):

- $2.9tr – €2.4tr Assets under Custody
- $1.0tr – €823bn Assets on Depositary
- $1.7tr – €1.4tr Assets under Administration
- 3,300 employees in 12 countries

LOCATIONS
Luxembourg and 11 more countries

SPRING WEEKS & APPLICATION DEADLINE
Not applicable.

SUMMER INTERNSHIPS & APPLICATION DEADLINE
Not applicable.

OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE
We offer internships in all divisions (mostly Middle-and Back-office) for a minimum period of 6 months. There is no deadline, you have to check our recruitment website and to apply online.

GRADUATE OPPORTUNITIES & APPLICATION DEADLINE
We offer graduate opportunities in all divisions under V.I.E contract https://www.mycreditagricole.jobs/graduates/opportunities/vie/?lang=en or fixed-terms contracts. Check our recruitment website for more information.

STUDENTS SOUGHT
Business (Finance, Economics) degree, if possible with specialization in Market Finance. Fluent in English, and at least beginner level in French for Luxembourg.

HOW TO APPLY
Please visit https://jobs.caceis.com

SELECTION PROCESS
Internships and fixed-terms contracts:
Online application; Resume shortlist and Interviews on site (HR and operational)

V.I.E:
Online application; Online tests; Tests and resume shortlist; Interviews on site (HR and operational); Final round at Crédit Agricole S.A Headquarter in Paris (Montrouge)
CITI

ABOUT US
Citi, the leading global financial services company, has approximately 200 million customer accounts and does business in more than 160 countries. A career with Citi means being part of a global firm that provides the most forward-thinking financial products and solutions to the most enterprising corporations, institutions, governments and individuals around the world.

LOCATIONS
London, across Europe, Middle East and Africa

<table>
<thead>
<tr>
<th>SPRING WEEKS &amp; APPLICATION DEADLINE</th>
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<tbody>
<tr>
<td>We offer general and business specific Spring Insight programmes that are applicable to first year students (or 2nd years of a 4 year course). Applications for this programme open in September.</td>
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<tr>
<th>SUMMER INTERNSHIPS &amp; APPLICATION DEADLINE</th>
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<tr>
<th>OFF CYCLE INTERNSHIPS &amp; APPLICATION DEADLINE</th>
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<tbody>
<tr>
<td>We offer placements of between 6 – 9 months in Investment Banking, Technology and Capital Markets Origination. Applications open for finalists or students with an industry placement from September and we recruit on a rolling basis.</td>
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<tr>
<th>GRADUATE OPPORTUNITIES &amp; APPLICATION DEADLINE</th>
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<tbody>
<tr>
<td>We offer full time programmes in the following business areas: Investment Banking, Capital Markets Origination, Corporate Banking, Treasury and Trade Solutions, Markets and Securities Services, Private Banking, Human Resources, Operations, Technology, Risk Management and Investor Services. Applications for these programmes open in September.</td>
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<tr>
<th>STUDENTS SOUGHT</th>
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<tr>
<td>We are interested in applications from both undergraduates and postgraduates; from all subjects background and a final score between 8-9.</td>
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<tr>
<th>HOW TO APPLY</th>
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<tr>
<td>Apply online with Covering Letter and CV on <a href="http://www.oncampus.citi.com">www.oncampus.citi.com</a></td>
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<td>If your application is successful, you will be required to take an online test. If you are pass the test you will be invited attend our first round interviews. If you are successful at that stage, you will be invited to an assessment centre.</td>
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</table>
Credit Suisse provides a broad range of financial solutions through two global divisions, Private Banking & Wealth Management and Investment Banking, to companies, institutions and private clients.

**LOCATIONS**
London, opportunities are also available in other worldwide locations please see our website.

**SPRING WEEKS & APPLICATION DEADLINE**
Investment Banking Department (IBD) and Global Markets Solutions Group (GMSG) / Fixed Income Department (FID) / Equities (EQT), Technology, Finance and Operations (OPS). **Deadline: 17 January 2016.**

**SUMMER INTERNSHIPS & APPLICATION DEADLINE**
FID, EQT, IBD & GMSG, IB Chief Operating Officer/Chief Finance Officer (IB COO/CFO), Asset Management (AM), OPS, Finance, CFO - COO Change Program Services and Technology. **Deadline: 13 December 2015.**

**OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE**
IBD Autumn Internship. **Deadline: 6 March 2016**
Other regional EMEA internships available on website. Deadline: Ongoing.

**GRADUATE OPPORTUNITIES & APPLICATION DEADLINE**
FID, EQT, IBD & GMSG, IB Chief Operating Officer/Chief Finance Officer (IB COO/CFO), AM, OPS, Finance, CFO - COO Change Program Services and Technology. **Deadline: 22 November 2015.**

**STUDENTS SOUGHT**
For most of our programs, you'll need or will be studying towards a bachelor’s or master's degree or equivalent. For most programs, your degree can be in any discipline, although some may require a relevant degree or major.

**HOW TO APPLY**
Apply online with CV and cover letter at [credit-suisse.com/careers](http://credit-suisse.com/careers).

**SELECTION PROCESS**
You will be required to take numerical and verbal reasoning online tests. Your CV/ Application will be reviewed and successful candidates will be invited to telephone interview for Spring, and face to face interviews for other programs.
Deutsche Bank are client-centric global universal bank with a fresh perspective. One that is leading change and innovation in the industry – championing integrity, sustainable performance and innovation with our clients, and redefining our culture and relationships with each other. So if you’re talented, collaborative and curious about building an exciting career in finance, you’re exactly the type of person who might succeed in our organization.

**LOCATIONS**

UK (London & Birmingham), Spain (Madrid & Barcelona)

**SPRING WEEKS & APPLICATION DEADLINE**

Spring into Banking Internship: This program offers one-week placement opportunities to discover what a career at Deutsche Bank could be like. This program runs each year in the March/April. To be eligible for this opportunity, students must be first-years completing a three-year degree or second-years completing a four-year or five-year degree.

Application Deadline: 3 January 2016

**SUMMER INTERNSHIPS & APPLICATION DEADLINE**

The Deutsche Bank Analyst Internship Program is the ideal introduction to a career with us. Get exceptional exposure to our organization. Stretch your skills. Experience working life in an investment bank all while receiving outstanding training and development. It’s a job with real responsibility. It’s a way of realizing your potential. It’s your chance to shine and potentially prove you’ve got what it takes to secure a place on our Global Analyst Training Program. Candidates must be in their penultimate year of study.

Application Deadlines: 27 November 2015 (Corporate Banking & Securities, Global Transaction Banking, Deutsche Asset & Wealth Management) / 31 December 2015 (Infrastructure divisions)

**OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE**

Off Cycle internships available in Corporate Finance London, varying in length from 3 - 11 months. Candidates must be in their penultimate year of study on a degree course based in Continental Europe.

Application Deadline: 27 November 2015

**GRADUATE OPPORTUNITIES & APPLICATION DEADLINE**

If you’re in your final year of study and have the passion, dedication and speed of thought to succeed in the financial services industry, our Graduate Training Program could be exactly what you’re looking for. Beginning training with your global class, the program gives you a fantastic overview of the industry, our organization and the skills and support needed to excel in your chosen area.

Application Deadline: 27 November 2015

**STUDENTS SOUGHT**

All degrees disciplines.

We need people who don’t just think through a problem, but who think around it, above it, below it, and either side of it. And aren’t satisfied until they’ve found the right solution – however big or small it may be. And in the same way that ideas cannot be successful if they are not shared, so individuals cannot really excel unless encouraged to get involved. That’s why we foster a friendly culture where everyone is encouraged to think of solutions, share their ideas and act on them together.

**HOW TO APPLY**

To apply please submit an online application via our website: [www.db.com/careers](http://www.db.com/careers)

Candidates will be asked to submit a CV and complete an online application form which includes several motivational questions to allow us to assess your interests and suitability for the role. After the online application, candidates must complete an online numerical test. If successful, candidates will then be invited to interview.
ABOUT US

Fidelity offers world class investment solutions and retirement expertise. Our clients range from individuals and financial advisers to large institutions – governments, pensions funds, banks, insurance companies, and employer pension plans. Our offices are located in 25 countries across the UK and Continental Europe, India, Africa, Asia Pacific, the Middle East and South America. As a privately owned business we are driven by the needs of our clients, not by the interests of shareholders. Investment, and making investing easier, is our only business. Our heritage is research-driven, bottom-up stock-picking – leaving no stone unturned to be able to add value for our clients. The same principle applies to everything we do to help our clients achieve a better future.

LOCATIONS

UK - London, Kent and Surrey.

SPRING WEEKS & APPLICATION DEADLINE

We offer a ‘Women’s Investment Spring Week’ targeted at pre-selected first-year female students.


SUMMER INTERNSHIPS & APPLICATION DEADLINE

We offer an 8-week Summer Internship Programme for students in their penultimate year of university study (graduating in 2017). On the investment side, our internship opportunities reach across Equities, Fixed Income and Fidelity Solutions. The business side includes; European Sales and Marketing, Operational Management, Business Management and Technology.

Application deadlines: 6 December 2015 (investment programmes)
31 December 2015 (business programmes)

OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE

We offer an 8-week Summer Internship Programme for students in their penultimate year of university study (graduating in 2017). On the investment side, our internship opportunities reach across Equities, Fixed Income and Fidelity Solutions. The business side includes; European Sales and Marketing, Operational Management, Business Management and Technology.

Application deadlines: 6 December 2015 (investment programmes)
31 December 2015 (business programmes)

GRADUATE OPPORTUNITIES & APPLICATION DEADLINE

On the investment side, our graduate opportunities reach across Equities, Fixed Income and Fidelity Solutions. The business side includes; European Sales and Marketing, Operational Management, Business Management, Human Resources and Technology.

Programme start date: September 2016
Application deadlines: 25 October 2015 (investment programmes)
1 December 2015 (business programmes)

STUDENTS SOUGHT

We look for ambitious graduates with a strong academic achievement. We welcome applications from all degree disciplines. You don’t need a degree in finance or economics; we’re looking for graduates with the right attitude and thinking, the ability to look at things differently, and who embrace our key values. By identifying with our values of integrity, innovation and excellence, you’ll demonstrate a commitment and willingness to collaborate with a dedicated customer focus.

HOW TO APPLY

All applications online at: www.fidelityrecruitment.com

SELECTION PROCESS

The application and selection process is tailored to each programme, however, the selection process will include some (or all) of the following key stages: online application, online ability or personality testing, first-stage motivational telephone interview, business assessment centre and final-stage business interviews.
## GENERALI GROUP

### ABOUT US

The Generali Group is one of the most significant players in the global insurance and financial products market. The Group is leader in Italy and Assicurazioni Generali, founded in 1831 in Trieste, is the Group’s Parent and principal operating Company.

Characterised from the very outset by a strong international outlook and now present in more than 60 Countries, Generali has consolidated its position among the world’s leading insurance operators, with significant market shares in western Europe - its main area of activity - and particularly in Germany, France, Austria, Spain, Switzerland and Central and Eastern Europe.

The Group has - over the last decade - set up offices in the main markets of Asia, among which India and China; in particular, in China, just after few years of operation, it has become the leader among the insurance companies with foreign equity interests.

### LOCATIONS

General is present in over 60 Countries in the world

### SPRING WEEKS & APPLICATION DEADLINE

Not applicable.

### SUMMER INTERNSHIPS & APPLICATION DEADLINE

Not applicable.

### OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE

6 months internship opportunities are available throughout the year in our global Headquarters as well as in country offices. Check our website 1 month before you are available to join us.

### GRADUATE OPPORTUNITIES & APPLICATION DEADLINE

Be part of the candidates that will enter the Generali Global Graduate Program!

You will have the opportunity to learn and work in different business functions experiencing international job rotations, together with on-the-job and off-the-job training, and virtual on-line studies.

During the program, you will also attend the “Generali MIB Masters in Insurance Management” provided by MIB School of Management, one of the most prestigious business schools at international level in insurance.

Recruitment will begin in early 2016. **Program will start in September 2016.**

In addition to the Global Graduate Program we have other roles for recent graduates. Check our website closer to your graduation.

### STUDENTS SOUGHT

Economics, Mathematics, Statistics, Physics, Accounting, Finance, Actuarial Science, Engineering, Law and HR.

### HOW TO APPLY

Apply online [www.generali.com](http://www.generali.com)

### SELECTION PROCESS

CV screening, Online tests, HR and Line manager interview.
Goldman Sachs is a leading global investment banking, securities and investment management firm that provides a wide range of financial services to a substantial and diversified client base, including corporations, financial institutions, governments and high-net-worth individuals.

At Goldman Sachs, you will have many opportunities to make an impact. The unique perspectives that our people bring to the firm and their shared passion for working on projects of great global, economic and social significance, help drive progress and create results.

Our 2016 Spring Programme is ideally suited to students due to graduate in 2018 (typically 1st year students). The programme will last for 2 weeks and will be held in London during Easter holidays 2016.

**Application deadline 3 January 2016**

In the 10 week programme you will receive division-specific training designed to help you succeed in your division. Our 2016 Summer Programme is ideally suited to students due to graduate in 2017 (typically penultimate year students). Successful Summer Analysts may be invited back to join our New Analyst programme in a full-time position.

**Application deadline 6 December 2015**

We offer 12 month Work Placement programmes in our Finance, Global Investment Research, Human Capital Management, Internal Audit, Operations, Services and Technology divisions. The Technology division also offers a number of 6 month internship opportunities beginning in the summer.

**Application deadline 3 January 2016**

Our Off-Cycle Internships are suited for students looking to secure a 3-12 month internship as a part of their degree. Off-Cycle Internships are available on an ad-hoc basis during the year, dependent on specific business needs.

**Application deadline 3 January 2016**

Our New Analyst positions are typically suited for those who just graduated from university or an advanced degree programme with little or no work experience. Applicants should apply in their final year of study. As a New Analyst, you will learn about our businesses, develop important relationships, and build career-enhancing skills.

**Application deadline 1 November 2015**

Whatever your background or area of academic study, we value the intellect, personality and integrity of an individual. While an interest in and appreciation for finance is important, one's personal qualities are key.

All applications should be made via [www.goldmansachs.com/careers](http://www.goldmansachs.com/careers)
ABOUT US
Working with a team committed to doing their best – and being the best. Earning the trust of our clients. Demanding excellence of yourself. That’s what it means to be part of J.P. Morgan. Join us and you’ll help shape the future of one of the most respected financial institutions in the world. We are looking for team players and future leaders with exceptional drive, creativity and interpersonal skills. Impeccable academic credentials are important, but so are your achievements outside the classroom.

LOCATIONS
Please see our website for more information www.jpmorgan.com/careers

SPRING WEEKS & APPLICATION DEADLINE
Our pre-internship initiatives are designed to introduce you to the various career opportunities we offer. We accept applications from students graduating in 2018, depending on the selected programme.

Application Deadline: November 29, 2015

SUMMER INTERNSHIPS & APPLICATION DEADLINE
Our internship programmes are designed to give you a hands-on experience into what it’s like to work here. We primarily accept applications from students in their penultimate year of study, although some business areas will accept applications from final-year students and recent graduates.

Application Deadline: November 29, 2015

OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE
Please see our website for more information www.jpmorgan.com/careers

GRADUATE OPPORTUNITIES & APPLICATION DEADLINE
Our full-time Analyst graduate programmes offer a fantastic opportunity to launch your career. Applications are accepted from final-year students and recent graduates.

Application Deadline: November 08, 2015

STUDENTS SOUGHT
We expect our graduates to be similarly well rounded. So don’t think that we only employ economics or mathematics graduates. Our people come from many different backgrounds - academically, ethnically and otherwise - and the different skills they bring are absolutely integral to our success. Put simply, we’re looking for the best people to join our team of some of the finest minds in business. We continuously invest in our people to help them achieve their highest potential - offering programs and opportunities to help manage their long-term personal and professional development.

HOW TO APPLY
Please see our website for more information www.jpmorgan.com/careers

SELECTION PROCESS
Please see our website for more information www.jpmorgan.com/careers
ABOUT US

Morgan Stanley is a leading financial services firm. Our vision and goals can only be achieved through hiring, training and rewarding the best people. Morgan Stanley is a true global citizen, with offices around the world filled with talented, passionate people bringing excellence and integrity to everything we do. As technology links us closer together, the firm is in a unique position to address the increasingly global needs of our clients.

Our attention is on the future, even though we draw strength from our successful past. We are focused on new ideas and groundbreaking financial products. We believe capital creates change and that it can be channelled in such a way that we do well in business while also seeding goodness in the world. This is why we are working with visionary businesses and individuals to generate funding to finance innovative ideas for a better future.

LOCATIONS


SPRING WEEKS & APPLICATION DEADLINE

Based in our London offices, our 1-week Spring Insight Programme is designed for students from all degree disciplines who will graduate in 2018 and wish to explore the different areas at Morgan Stanley prior to qualifying for a summer internship the following year. The programme will give you an overview of our Institutional Securities Group (ISG), including Investment Banking, Global Capital Markets, Sales & Trading, Equity Research and Real Estate Investing and will be held in London during the Easter break.

Application Deadline: Sunday, December 13, 2015

SUMMER INTERNSHIPS & APPLICATION DEADLINE

Based in our London offices, our 10-week Summer Analyst Programme is designed to attract, develop and assess the kind of people we feel are likely to succeed at our firm long-term. These well-structured divisional programmes include training, workshops, senior management presentations and social events, designed to give interns a unique experience in the financial services industry and provide a summer that is enjoyable and intellectually rewarding.

Application Deadline: Sunday, November 29, 2015

OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE

For more information regarding our off-cycle internships please refer to our website www.morganstanley.com/campus

GRADUATE OPPORTUNITIES & APPLICATION DEADLINE

Like our Internships, the Morgan Stanley Graduate Programs are open to students who demonstrate the entrepreneurial drive, teamwork and communication skills needed to take our business forward. We see it as a challenge to the best and brightest; an invitation to be part of the next generation of leaders who not only create capital but also advance culture, science and humanity through commerce. The structured program is designed to hone your negotiation and networking abilities as well as equip you with specialist knowledge of your chosen area.

Application Deadline: Sunday, November 1, 2015

STUDENTS SOUGHT

We welcome applications from all degree disciplines. Please check our website for an overview of the different skills and competencies we seek by division and programme.

HOW TO APPLY

Online (CV and cover letter) at www.morganstanley.com/campus.

SELECTION PROCESS

You will be required to complete a set of online psychometric tests as part of your application.
Societe Generale is one of the leading financial services groups in Europe. Based on a diversified universal banking model with three core businesses: French Networks International Retail Banking and Corporate & Investment Banking, it is a major player in Specialised Financing, Insurance, Private Banking, Global Investment Management and Services. Our signature – “Building team spirit together” – is more than a promise: it is a commitment to mobilise the expertise and energy of all our employees to ensure that we fully deserve our customers’ trust. This is reflected in all our actions and within the diversity of our 148,300 employees around the world, representing 121 nationalities.

**LOCATIONS**

Europe and abroad

**SPRING WEEKS & APPLICATION DEADLINE**

Not applicable.

**SUMMER INTERNSHIPS & APPLICATION DEADLINE**

In your penultimate year of studies, you feel that the world of banking is right for you, but you need to be sure of your choice by gaining exposure to the day-to-day workings of the industry. Our summer internships will provide you the opportunity both to learn and to demonstrate your strengths and skills. They last between 10 and 12 weeks, take place mainly in London, New York and Hong Kong. **Applications from October to December**

**OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE**

If you are looking for an opportunity to join a team within which you can make a long-term contribution to its performance, then our long-term (6 months or more) internships will allow you to broaden your knowledge and develop your skills. **Applications: all over the year**

**GRADUATE OPPORTUNITIES & APPLICATION DEADLINE**

**VIE**

Do you have a Masters degree, an European citizenship, are you aged between 18 and 28, have previous experience within the banking sector and want to acquire international exposure in your career? Each year, we provide numerous V.I.E. possibilities, with opportunities available for 12 to 24-month contracts in all of our overseas sites. **Applications deadline: all over the year**

**General Inspection Graduate Programme**

This 6-year programme aims to accelerate career paths and develop tomorrow’s leaders. Based in Paris, the 140 inspectors are mandated by the Group’s Upper Management to carry out auditing and advisory missions on multiple projects in all Group businesses throughout the world. Inspectors get to work on a very diverse range of topics such as developing the Group’s strategy or that of its subsidiaries, risk management, organisation… **Application deadline: December**

**Societe Generale Corporate & Investment Banking Junior Programme:**

Our Junior Programme provides you the knowledge of the banking activity and allows you to develop your soft skills. This programme will help you build a rewarding career within the Bank, and provide you with the opportunity to succeed long-term in our fast-paced and challenging sector.

**STUDENTS SOUGHT**

In general we are looking for people who have successfully challenged conventional ideas to solve a problem and who know how to measure and manage the risks of taking a different approach. Leadership never comes from simply replication what has been done before. We are looking for people who are open to fresh ideas and who can adapt to new ways of working in a challenging and changing environment. Equally, we want to know how you might help to inspire team spirit in others and what particular qualities you believe you have to contribute to a team dynamic. Candidates must also have an excellent academic record and possess strong numeracy skills and the technical and soft skills specified in the job specification you apply for.

**HOW TO APPLY**

https://careers.societegenerale.com/

**SELECTION PROCESS**

# UBS

## ABOUT US

UBS is a global financial services firm, offering wealth management, investment banking and asset management businesses and, in Switzerland, retail and commercial banking.

We are committed to attracting, developing and retaining the best talent and furthering our reputation as a leading employer. We promote a culture that is centered around our principles of client focus, excellence and sustainable performance. Join us and help us become the choice of clients - worldwide.

Brief introduction to your company

## LOCATIONS

| LOCATIONS | London and across EMEA |

## SPRING WEEKS & APPLICATION DEADLINE

| SPRING WEEKS & APPLICATION DEADLINE | If you are in your first year of a three year course, or second year of a four year course you can apply for our insight week based in London. Applications close on Thursday 31 December 2015 |

## SUMMER INTERNSHIPS & APPLICATION DEADLINE

| SUMMER INTERNSHIPS & APPLICATION DEADLINE | UBS have internship programmes across our Investment Bank and within our Corporate Center, including Risk, IT, HR, Compliance, Operations. Our internships run for 9 weeks over the summer, with majority of roles based in London, though some across EMEA. To apply you will need to be in either your penultimate or final year of study, in undergraduate, masters or PhD degrees. Applications close on 31 December, though we recommend applying asap as we may fill and close roles before the final date. |

## OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE

| OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE | UBS have off cycle internships in London, Germany and other EMEA locations. these roles will be across all areas of our business and application dates will vary throughout the year. |

## GRADUATE OPPORTUNITIES & APPLICATION DEADLINE

| GRADUATE OPPORTUNITIES & APPLICATION DEADLINE | UBS have graduate positions across all areas of our Investment Bank and Corporate centre. Applications close on Sunday 8 November 2015 |

## STUDENTS SOUGHT

| STUDENTS SOUGHT | Applications are open to students from all disciplines and degrees |

## HOW TO APPLY

| HOW TO APPLY | Please apply via our website ubs.com/graduates You can also view of job listings by visiting the ESADE job portal |

## SELECTION PROCESS

| SELECTION PROCESS | You will be required to complete an online application, online testing, interviews and full day assessment centres. |