

Internship in Multinational Corporates: Relationship Management



UniCredit as a **leading European Bank**, combining an international mindset with strong local roots, welcomes people who share a strong can-do spirit and attitude. We look for those who believe in team work and feel responsible for generating value to our customers and communities we all live in.

Multinational Corporates (MNC) focuses on international active clients with capital market needs and typically in the investment grade rating spectrum or in the cross-over range. Many of Multinational Corporates are members of DAX, EuroStoXX 600 or FTSE100 and are all Western Europe domiciled.

MNC's aim is to achieve Tier 1 positions with ist clients based on profound industry knowledge. Therefore the centrally organized MNC Unit is organized in industry Teams, both on the coverage as well credit analysis side. Acting as a leading core bank is driven by the thorough understanding of ist clients` needs.

In particular the ability to cross-sell capital markets, Global Transaction Banking, Corporate Treasury Sales business should be the focus as well as UniCredit's regional footprint (CEE). One important tool is the client wallet analysis and our respective share of wallet. This approach is supported by the Shared Goals initiative

Key tasks and responsibilities

- Cooperate closely with Relationship managers and their individual Clients Portfolio
- Learn to understand the Clients` needs with respect to Corporate and Investment Banking Products
- Support Relationship Manager in involving Product Specialists and creating individual solutions for the client; Support in developing strategies for complex finance transactions
- Closely interact with Credit Analysts
- Company research (and their peers)
- Support Pitches and prepare presentations for Clients

Qualification and competencies

- At least final year of Bachelor or any year of Master in Business Administration, Economics or related study area with specific focus on Finance
- Excellent academic achievements in combination with extracurricular activities
- Strong analytical skills with independent and systematic work approach and excellent PC skills
- Ability to adhere to work under pressure and to explain complex issues
- Confident behavior and strong communication skills
- Team player and ability to work self-reliant
- Willingness to work in an international context
- Fluency communication skills in German and excellent communication skills in English, written and oral

Application details

- Location: Germany, Munich
- Entry Date: ongoing for 2-6 month
- Contact: Thomas Knauer +49 (0)89 378 45146
- Application: www.careers.unicreditgroup.de

Life is full of ups and downs.
We're there for both.

