

## **Job Description for Wholesale Strategy Intern**

### **Overview**

Nomura is an Asia-headquartered financial services group with an integrated global network spanning over 30 countries. By connecting markets East & West, Nomura services the needs of individuals, institutions, corporates and governments through its three business divisions: Wealth Management, Asset Management, and Wholesale (Global Markets and Investment Banking). Founded in 1925, the firm is built on a tradition of disciplined entrepreneurship, serving clients with creative solutions and considered thought leadership. For further information about Nomura, visit [www.nomura.com](http://www.nomura.com).

Nomura's Wholesale business includes Global Markets (Fixed Income & Equities) and Investment Banking division (ECM, DCM, M&A). Wholesale division operates across all four regions – Japan, Asia, Europe and Americas – and is a globally integrated franchise.

### **Business Unit Overview:**

The regional and divisional strategy teams are pivotal in shaping Nomura's longer term strategy for the Wholesale division. The work of the strategy team includes market entry strategy, business performance review, analysis of Nomura's operating model, acquisition screening and market & competitor analysis. The team works directly with senior management across the businesses to determine the right strategy for reaching Nomura's Wholesale aspirations in the rapidly changing market environment.

### **Internship Program:**

Internship will give you exposure in most of the following areas (list is illustrative and not exhaustive):

- Work as a part of the Wholesale Strategy division on global, regional and divisional projects
- Conduct analysis of the competitive and general macro / market environment based on public data and industry reports used for senior management presentations. Consolidate/analyze quarterly financial results for Nomura and competitors
- Support strategy team seniors / business on special / ad-hoc projects (for e.g.: impact of changing regulations on capital market business, acquisition screening / evaluation, impact of Brexit on global banking industry, assessing FinTech opportunity etc.)
- Prepare presentations for senior management board meetings, town halls and off sites
- Most of the projects require working closely with strategy team members, business CAOs, finance and other functional teams in different regions; working independently or with the support of another member of the team

**Qualification Criteria**

- Current CGPA - 7.5+
- **All Dual degree** students

**What else are we looking for?**

- Robust problem solving skills along with strong communication skills
- Ability to interact confidently with senior management executives
- Strong analytical, excel and PowerPoint presentations skills
- Quick Learner along with high attention to detail
- Ability to multi-task efficiently and meet project deadlines
- Deep interest in capital markets
- Demonstration of interest in Finance and Economics through coursework, project work, internships and/or external certifications

## Nomura Core Competencies:

Competencies	Behavioral Indicators
<b>Culture &amp; Conduct</b> Building Nomura's Culture Diversity & Inclusion Professional Integrity Self-Awareness	Aware of own impact Respectful attitude Professionalism Gets involved
<b>Client-Centricity &amp; Business Acumen</b> Commerciality Client-Centricity Analytical Thinking & Problem Solving	Product / service knowledge Responsive, accountable Detail orientated Offers options/solutions
<b>Strategy &amp; Innovation</b> Strategic Thinking & Change Decision Making & Judgment Agility	Stays up to date Thinks differently Demonstrates entrepreneurial thinking Translates strategies into plans Stays one step ahead Open to new ways of thinking
<b>Leadership &amp; Collaboration</b> Managing Talent Recognizing and Motivating Supporting, Developing & Collaborating with others Managing Conflict	Stays up to date Open to new ways of thinking Sees when to escalate Provides logical rationales Shows initiative to develop Leverages resources
<b>Communication &amp; Connectivity</b> Articulation & Receptiveness Impact Connectivity	Recognizes others' efforts Offers to assist Willing team participant Shows interest