Santander
Corporate & Investment Banking

Join us at

Santander Virtual Recruitment Talk

Grab the chance to explore our business, culture and internship opportunities!

Date:	4th November 2022 (Fri)
Time:	4:30pm-5:30pm
Language:	English
Speakers:	Mr Ivan Leung
	Head of Global Debt Financing, Asia Pacific
	Ms Shelley Xie
	Executive Director, Global Markets Sales

Please submit your response by 2nd Nov 2022!

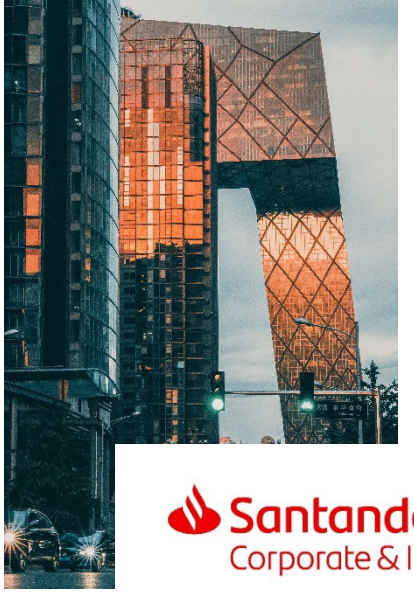
LIMITED SEAT AVAILABLE
Click HERE or
Scan the QR code
to register now!

Santander
Corporate & Investment Banking

Santander Asia Pacific

Summer Internship 2023

If you want to develop your professional skills at Santander, now is the time.



Santander
Corporate & Investment Banking

ABOUT BANCO SANTANDER, S.A.

Santander Group

Banco Santander is a leading retail and commercial bank that provides retail and commercial banking, corporate and investment banking and private banking services. Founded in 1857 and headquartered in Spain, it has a meaningful market share in 10 core countries in Europe and the Americas, and is one of the largest bank in the euro zone by market capitalization.

People
200,651
employees

Customers
157
million

Communities
9
million financially empowered people

Shareholders
4
million

OUR VALUE
SIMPLE | PERSONAL | FAIR

Our culture — The Santander Way — is aligned with our corporate strategy. It encompasses our purpose, our aim and our ways of working. It is the cornerstone of our bank – a responsible bank. Simple, Personal and Fair is how we work and that is the behavior expected of our corporate culture.

Santander Asia Pacific

Banco Santander presents in Asia since 1993 focusing on Santander Corporate & Investment Banking – the wholesale business division of Banco Santander that supports corporate and institutional clients, offering:

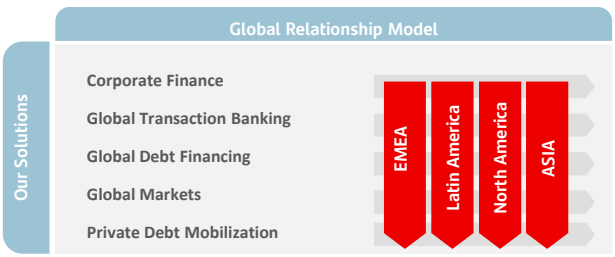
Fully integrated coverage across all geographies

Cross-border capabilities

Tailor-made solutions

Local expertise

Our extensive range of products is divided into 5 core business areas:



For more, please visit our website:
https://www.santander.com/en/home
Or Scan the QR Code.

Santander
Corporate & Investment Banking

SANTANDER ASIA PACIFIC INTERNSHIP PROGRAM

Having a diverse range of business areas, our Internship program is the perfect place to give you the exposure to the breadth of banking activities and collaborating with professionals across the business, locally and globally.

Hear From Our Alumni:

"You can learn far more if you truly care about the work and the people"

Kath Cai
The Chinese University of Hong Kong
2021 Intern – Global Transaction Banking

"Intellectually rewarding and mentally stimulating experience which allows me to cultivate a strong work ethic."

Daniel Lim
National University of Singapore
2020 Intern - Banking & Corporate Finance

"Santander is an ideal place for young talents to kick off a career in banking industry. Top-tier business exposure, substantial training sessions, the kindness and intellectuality of people at Santander. These are what make Santander unique"

Penny Wang
Beijing Foreign Studies University
2022 Intern, Global Transaction Banking

"Santander Internship is very structured to students of any interests. I had chances to meet with colleagues from different areas of the bank getting more exposure about the industry. The working culture here made me feel at ease and brought out my best work making the whole experience a fulfilling one.

Fahd Wavoo
The Hong Kong University of Science and Technology
2022 Intern, Credit Risk

We look for an adaptable, personable team player with a "can-do" attitude. A commitment to personal development and clear motivation for a career in banking are also fundamental to your success.

Program Information

Duration

10 weeks
from June to August

HK & SG: 5 Jun to 11 Aug
China: 3 Jul to 31 Aug

Requirements

- **Undergraduates and graduates** depending on the position
- Passion for leadership and collaborative to work
- Genuine interest in the financial industry
- Self-motivated and able to solve problems effectively
- Excellent interpersonal skills
- Confident to speak up with great ideas and embrace change

Application Deadline on 11 November 2022

Please find the vacancies details & submit your application by scanning the QR code.
We regret that only shortlisted candidates will be invited for an interview.

APPLY ONLINE

2023 SUMMER VACANCIES

Hong Kong

- Banking & Corporate Finance – Client Coverage
- Banking & Corporate Finance – Merger & Acquisition
- Compliance
- Financial Control
- Financial Management
- Global Debt Financing – Structured Finance
- Global Markets – Sales
- Global Markets - Trading
- Global Transaction Banking – Sales (Corporate and Financial Institution)
- Global Transaction Banking – Export & Agency Finance
- Global Transaction Banking – Structured Trade
- Internal Audit
- Information Technology
- Risk - Credit Risk

Santander
Corporate & Investment Banking

Hong Kong

Banking & Corporate Finance – Client Coverage

Job Description

Banking & Corporate Finance (BCF) is a client coverage function in Santander Corporate & Investment Banking. This intern will report to a senior banker in the Tech & Auto Sector in Hong Kong and learn about BCF team's expertise and strategic solutions to our corporate clients. Intern is also expected to hone their skills and build up their network.

Duties and Responsibilities

- Collect and analyze company information to assist bankers on business development and market trends analysis, including conducting industry research, organizing and analyzing financial data
- Create and finalize business development presentations
- Coordinate tasks with multiple internal and external working teams
- Support bankers on ad hoc requests on project basis tasks

Requirement

Faculty and Discipline:

- Commerce, Accounting, Business Administration, Quantitative Finance and Risk Management field of study

Experience and Skills:

- Research and project management experience is a plus
- Advance knowledge of Microsoft Office package (Excel, Power Point and Word)

Languages:

- High fluency in spoken and written English and Chinese (Cantonese and Mandarin)
- Any other language is added value.

APPLY ONLINE

Santander
Corporate & Investment Banking

Hong Kong

Banking & Corporate Finance – Merger & Acquisition

Job Description

This intern will support Merger & Acquisition (M&A) transactions in the Asia Pacific region, coordinate with the Corporate Finance Asia team to originate and execute Corporate Finance business, and support overall activities in the Asia Pacific region, including Mainland China.

Duties and Responsibilities

- Support the origination and execution of M&A transactions with clients
- Prepare pitch books, market updates, client meeting materials and requests for proposal (RFPs)
- Support and perform financial valuations, including discounted cash flow and multiples-based analyses
- Prepare financial models and valuation reports and support acquisitions or disposals
- Support sell side and buy side M&A processes, involving coordinating sell side activities with potential bidders
- Assist with due diligence activities, including coordination of Q&A processes, review of business plans and financial models, transaction documentation
- Support overall project management and coordinate the roles of internal and external team members and professional advisers
- Support Corporate Finance Asia with the preparation of analyses, briefing materials and approval documents

Requirement

Faculty and Discipline:

- Business, Economics or Finance field of study with strong academic record

Experience and Skills:

- M&A & transaction advisory experience in leading international investment banks or financial boutiques preferred
- Familiar with qualitative and quantitative financial modelling, corporate finance valuation and analytical skills, corporate finance data bases, analysis tools and software applications
- Advance knowledge of Microsoft Office package (Excel, Power Point and Word)

Languages:

- High fluency in spoken and written English, Mandarin Chinese is a plus
- Any other language is added value

APPLY ONLINE

Santander
Corporate & Investment Banking

Hong Kong

Compliance

Job Description

This intern will be providing support to the Compliance Department in Hong Kong. The successful candidate will be able to acquire knowledge in relevant laws, regulations, and internal process that govern banks in Hong Kong and gain practice-oriented and hands-on Regulatory Compliance working experience in the banking industry.

Duties and Responsibilities

- Manage the implementation of new control room application
- Review and clear the potential conflict of interests
- Liaise with all relevant parties of the bank and consolidate the information for regulatory and compliance reporting
- Prepare responses to regulatory requests
- Conduct compliance monitoring, testing and training to staff
- Other ad hoc tasks assigned

Requirement

Faculty and Discipline:

- Business Administration, Economic, Finance, Accounting or Law field of study

Experience and Skills:

- Knowledge in business operations
- Advance knowledge of Microsoft Office package (Excel, Power Point and Word)

Languages:

- High fluency in spoken and written English and Chinese (Cantonese and Mandarin)
- Any other language is added value

APPLY ONLINE

Santander
Corporate & Investment Banking

Hong Kong

Financial Control

Job Description

This intern will assist on improving the automation of processes and Accounting and Financing report re-engineering.

Duties and Responsibilities

- Contribute to the new IT projects led by headquarter related to Expenses (SAP) and financial revenues calculations.
- Assist on accounting and regulatory reporting to regulators
- Conduct internal financial forecasting of Balances sheet, P/L and capital consumption
- Assist on various reporting to head office

Requirement

Faculty and Discipline:

- Finance, Data Science, Business Analytics or Business-related field of study

Experience and Skills:

- Prior finance-related and system enhancement experience in banking is preferred
- Knowledge in Big Data
- Strong knowledge on programing languages including VBA and POWER BI
- Advance knowledge of Microsoft Office package (Excel, Power Point and Word)

Languages:

- High fluency in spoken and written English and Chinese (Cantonese and Mandarin)
- Any other language is added value

APPLY ONLINE

Santander
Corporate & Investment Banking

Hong Kong

Financial Management

Job Description

This intern will act as a junior member of APAC financial management team with an active role in initiatives linked to strategic financial planning, assets and liabilities management (ALM) and internal transfer pricing of Santander Branches in Hong Kong, Singapore and Mainland China.

Duties and Responsibilities

- Develop and improve financial models to support liquidity and interest rate risk management (ALM) of Santander APAC
- Participate in the reporting to senior management and headquarter
- Participate in the annual review of risk management policies and procedures
- Support cross-departmental initiatives, focusing on internal transfer pricing and liquidity management

Requirement

Faculty and Discipline:

- Finance, Business Administration, Mathematics or Engineering field of study

Experience and Skills:

- Knowledge on VBA is preferred
- Bloomberg terminal user is a plus
- Advance knowledge of Microsoft Office package (Excel, Power Point and Word)

Languages:

- High fluency in spoken and written English
- Any other language is added value

APPLY ONLINE

Santander
Corporate & Investment Banking

Hong Kong

Global Debt Financing – Structured Finance

Job Description

This intern will support the activities of Structured Finance Group, Asia Pacific (including infrastructure finance, real estate finance, asset finance, acquisition finance, fund finance and other structured financing solutions) in the Global Debt Financing (GDF) department. The intern will have an opportunity to have exposure on various financing situations across different asset classes and sectors.

Duties and Responsibilities

- Support the origination and execution of structured finance transactions, interfacing the team members working with clients
- Assist in overall project / business management
- Conduct financial analysis / modelling
- Assist in preparing client marketing materials
- Provide market / sector / company research to support various business activities
- Participate in internal / external conference calls and meetings

Requirement

Faculty and Discipline:

- Business, Economics, Accounting, Engineering or Finance field of study with strong academic track record

Experience and Skills:

- Top-tier university with internship experience in reputable financial institutions preferred
- Good understanding of accounting, financial modelling, valuation, corporate finance, financial markets
- Advance knowledge of Microsoft Office package (Excel, Power Point and Word)

Languages:

- High fluency in spoken and written English
- Fluency in other languages will be a plus

APPLY ONLINE

Santander
Corporate & Investment Banking

Hong Kong

Global Markets – Sales

Job Description

This intern will work with Global Market (GM) Asia Sales team in providing necessary support in client coverage and trade execution on daily basis as well as conducting quantitative and qualitative research or analysis about markets, clients and products.

Duties and Responsibilities

- Assist in development of market analysis, client analysis and product analysis
- Assist in compiling of marketing materials or presentation decks for external or internal meetings
- Assist in client coverage and trade execution
- Perform other operational and administrative work as needed

Requirement

Faculty and Discipline:

- Finance or Business-related field of study

Experience and Skills:

- Strong knowledge in Finance and Economics
- Robust quantitative and qualitative analytical ability
- Advance knowledge of Microsoft Office package (Excel, Power Point and Word)

Languages:

- High fluency in spoken and written English and Chinese (Cantonese and Mandarin)
- Any other language is added value

APPLY ONLINE

Santander
Corporate & Investment Banking

Hong Kong

Global Markets – Trading

Job Description

This intern will support trading team projects including but not limited to capital calculations for internal reporting, market data analysis, derivative pricing tools and data extraction.

Duties and Responsibilities

- Assist traders to work on python or excel programming to help managing trading risk and price discovery
- Assist Head of Trading and business manager to work on new product and strategies
- Work with Risk to understand risk framework and parameter. Propose solution to improve or streamline the process
- Work with Sales to understand client dynamic
- Share trading ideas and market colors etc.

Requirement

Faculty and Discipline:

- Finance or related field of study with Quantitative background

Experience and Skills:

- Working knowledge of python, visual basic and other Microsoft editing software
- Basic mathematical skills including stochastics or probability knowledge
- Advance knowledge of Microsoft Office package (Excel, Power Point and Word)

Languages:

- High fluency in spoken and written English and Mandarin Chinese
- Any other language is added value

APPLY ONLINE

Santander
Corporate & Investment Banking

Hong Kong

Global Transaction Banking – Sales (Corporate and Financial Institution)

Job Description

This intern will support the Global Transaction Banking (GTB) business in the Sales Team (Corporate and Financial Institution).

Duties and Responsibilities

- Support GTB Sales team's commercial activities including preparation of sales pitches and marketing materials
- Perform market research, financial analysis using working capital advisory approach and credit risk approval proposal
- Explore themed based opportunities within the ecosystem of Santander clients in different area e.g. ESG and digitalization on Trade and Working capital solutions.
- Engage in deals and pipelines as deal team member to work on structure, pricing and profitability

Requirement

Faculty and Discipline:

- Business, Finance, Accounting or Economics field of study

Experience and Skills:

- Banking, financial services and other customer services experience is highly preferred
- Research experience is a plus
- Advance knowledge of Microsoft Office package (Excel, Power Point and Word)

Languages:

- High fluency in spoken and written English and Chinese (Cantonese and Mandarin)
- Any other language is added value

APPLY ONLINE

Santander
Corporate & Investment Banking

Hong Kong

Global Transaction Banking – Export & Agency Finance

Job Description

This intern will support the Global Transaction Banking (GTB) business in the Export & Agency Finance (EAF) Asia segment. He/ She can expect to learn long term project financings, experience large scale of ECA financing for infrastructure, shipping, power, etc.

Duties and Responsibilities

- Conduct industrial research (especially Environmental, Social, and Governance related), corporate Research (Asia and Middle East etc.)
- Prepare pitching materials and presentation materials
- Support some calculations of daily work

Requirement

Faculty and Discipline:

- Economic or Business-related field of study

Experience and Skills:

- Prior work experience in banking and analysis is highly preferred
- Research experience is a plus
- Advance knowledge of Microsoft Office package (Excel, Power Point and Word)

Languages:

- High fluency in spoken and written English
- Any other language is added value

APPLY ONLINE

Santander
Corporate & Investment Banking

Hong Kong

Global Transaction Banking – Structured Trade

Job Description

The intern will support the Structured Trade Team in Hong Kong by providing structured solutions to our clients for managing their working capital needs, working closely with corporate sales and coverage team to pitch, initiate and realize business opportunities within Asia Pacific.

Duties and Responsibilities

- Provide support for in depth market and client research, especially the client's working capital needs and its evolution
- Assist in the preparation of the marketing material and pitch book to the clients and in the deal execution including preparation of credit application, profitability measurement and negotiation in legal documentation process, if needed
- Assist in the profitability calculation and run different scenarios to price our products
- Follow existing pipelines and portfolios
- Work with Banking & Corporate Finance team, Global Structure Trade team, Middle Office and Back Office team to ensure the smooth deal execution and coordinate with other geographies

Requirement

Faculty and Discipline:

- Business-related field of study

Experience and Skills:

- Finance, research or accounting background is highly preferred
- General knowledge about finance and/ or transaction banking
- Advance knowledge of Microsoft Office package (Excel, Power Point and Word)

Languages:

- High fluency in spoken and written English and Chinese (Cantonese and Mandarin)
- Any other language is added value

APPLY ONLINE

Santander
Corporate & Investment Banking

Hong Kong

Internal Audit

Job Description

This intern will collaborate in the execution of different audits, assisting the team in providing robust independent assurance and challenge on the effectiveness of processes and controls across the Corporate Investment & Banking Business.

Duties and Responsibilities

- Participate in assurance activities to assess the management and control of risk, ensuring that all work undertaken meets agreed timescales and complies with quality requirements
- Complete audit work papers by documenting audit tests and findings whilst maintaining accuracy and attention to details
- Work collaboratively with other audit team members

Requirement

Faculty and Discipline:

- Accounting or Finance field of study

Experience and Skills:

- Prior work experience in financial control is an advantage
- Advance knowledge of Microsoft Office package (Excel, Power Point and Word) and other data analysis tools

Languages:

- High fluency in spoken and written English
- Any other language is added value

APPLY ONLINE

Santander
Corporate & Investment Banking

Hong Kong

Information Technology

Job Description

Santander APAC Information Technology team based in Hong Kong is seeking a talent from Computing or Engineering background who has a strong desire to learn about how technology is applied in a global financial institution through active participation in CTB (Change the Bank) and RTB (Run the Bank) activities.

Duties and Responsibilities

- Work closely with APAC CIO on new initiatives and mini projects by leverage one's technical know-how
- Scope of work covers the entire spectrum across IT, including but not limited to, process automation, system monitoring and reporting etc.
- Assist in ad-hoc projects or tasks as assigned

Requirement

Faculty and Discipline:

- Computing or Engineering field of study

Experience and Skills:

- Proven exposure to scripting (python, powershell, etc.)
- Good understanding of computer networking
- Advance knowledge of Microsoft Office package (Excel, Power Point and Word) and MS TEAMS

Languages:

- High fluency in spoken and written English and Chinese (Cantonese and Mandarin)
- Any other language is added value

APPLY ONLINE

Santander
Corporate & Investment Banking

Hong Kong

Risk - Credit Risk

Job Description

This intern will manage credit risk for Asian large corporates and multinational companies as well as support the ESG Risk Team in analyzing ESG profile and impact of Climate Change in our portfolios and risks.

Duties and Responsibilities

- Spread client's financial information and analyze client's financial profile.
- Process and organize various sets of data related to credit portfolio.
- Perform client and portfolio ESG analysis.
- Assist in improving SAN Asia knowledge of Asian ESG and Climate Change regulatory frameworks and reconcile with European standards.
- Participate in ad hoc projects

Requirement

Faculty and Discipline:

- Accounting, Business, Economics, Environmental Studies or related field of study

Experience and Skills:

- Previous work experience in the banking industry or sustainability job scope is an advantage
- Accounting knowledge with good financial analysis and research skill will be highly valued
- Advance knowledge of Microsoft Office package (Excel, Power Point and Word)

Languages:

- High fluency in spoken and written English and Mandarin Chinese
- Any other language is added value

APPLY ONLINE

Summer Internship Program 2023

Santander