

Job Description for Global Markets Analyst Internship Role

Nomura 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 four business divisions: Retail, Asset Management, Wholesale (Global Markets and Investment Banking), and Merchant 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.

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.

Job Description:

We are currently looking to recruit interns for our Global Markets Division. Based in Mumbai, the front-office team which works on a team extension model delivers pricing, modelling and risk management expertise to the Global Markets business. Founded as a centre of excellence, the group leads the way in price discovery and portfolio optimization techniques and is integral to the business' aggressive revenue targets. The team is playing an integral role in structuring, pricing, risk management and new idea generation.

Global Markets Division consists of the following teams (and selected individual will be allocated to any one of them) -

1. Structuring

The team works with structuring, sales and trading teams to deliver bespoke solutions to clients' hedging / investment requirements in asset classes such as Foreign Exchange, Rates, Hybrids, Credit and Equity. It involves pricing structured payoffs, preparing marketing material for the sales/structuring team, suggesting new trade ideas to the sales team.

2. Quantitative Investment Strategies

Nomura's Global Markets Quantitative Investment Strategies team has cross-market coverage encompassing equities, rates, currencies, credit and commodities. Team takes a data-driven approach, working closely with quantitative research team, sales team and traders to develop investment strategies. It helps generate revenue by working with internal and external clients, providing insights and actionable ideas to manage risk exposures and deliver trading strategies.

3. BRM Trading

Nomura's Wholesale BRM (Business Resource Management) trading team manages the counterparty (CVA), funding (FVA) and financial resources for the firm, working closely with various other desks like Treasury, Finance etc. The team is also actively involved in multiple regulatory driven projects like implementation of NSFR, Leverage Ratio, Bilateral Initial Margining, to name a few. Powai team works as an integrated part of the regional teams and helps in pricing xVA charges on new transactions, in evaluating credit and funding risks and in managing those risks and in optimization of Initial Margin posted by the firm. It also participates in the regional teams' various day to day activities as well as new initiatives.

4. Securitized Products

Nomura's Securitized products team provides clients with a range of service including flow trading liquidity, financing, bespoke solutions, in-depth market analysis, and unrivalled analytics. The team

in Mumbai works with counterpart teams in EMEA and US. As a member of the team, you will be responsible for analysis, conducting research, developing models across asset classes, to help our desk. The team assists in identifying and valuing bond-specific opportunities in the Securitization market. The Mumbai team also prepares reports/presentations on the various macroeconomic and regulatory themes that impact the market thereby providing an evolution of the desk's views regarding the same.

5. Investment Products and Advisory Solutions (IPAS) – International Wealth Management

IPAS consists of specialists working across products including Equity, Fixed Income, FX, Managed Investments and advisory roles including Wealth Planning and Discretionary Portfolio Management. The CIO office creates the broader macro theme and key pointers and then along with Product Specialists work on and manage different client portfolios. These portfolios can be of standard or tailored mandates. Product specialists in IPAS work on trading color/flows, trade execution and trade ideas on equities/ fixed income/ FX – from a cash/spot trading, structured products and derivatives perspective. Managed investments including Mutual Funds, ETFs, Hedge Funds and Private Equities are also covered by the team. The IPAS team works closely with the advisors/RMs who work directly with clients for a tailor made solutions for individual portfolios.

Criteria for Selection:

Qualifying Criteria

- MSc Math/Eco Dualite or Minors in Finance & B.E/B.Tech (5 Year course students open for 1 year internship)
- Min CGPA: 7.5
- Good Communications Skills
- Excel/VBA Knowledge
- Programming Knowledge: C++/Python/Java Knowledge

Preferred Criteria

- Pursuing CFA/FRM level 1
- Good interpersonal skills
- Held some position of responsibility on campus
- Preferably undertaken some financial course(s) (few examples below)
 - Security Analysis and Portfolio Management
 - Derivatives and Risk Management
 - Financial Engineering
 - Financial Management
 - Fundamentals of Stocks and Stock Exchanges
 - SOP projects in Finance / Economics

'Good to have' Criteria

- Previous Internships in financial services
- RBI young scholars award / Other prestigious awards

Nomura Core Competencies:

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