

SIX-MONTH INTERNSHIP FIXED INCOME DEPARTMENT — MARKET SURVEY

Lombard Odier Overview :

Founded in 1796, Lombard Odier Darier Hentsch & Cie is the oldest firm of private bankers in Geneva and one of the largest in Switzerland and in Europe. It is an independent family business led by eight fully liable partners, a model which proved its resilience during the recent financial crisis. Headquartered in Geneva, the Lombard Odier Group offers its clients a global presence through a network of 23 offices worldwide with a staff of nearly 1'900. The Firm is split into two main divisions: Lombard Odier Private Clients, which serves individual clients, and Lombard Odier Investment Managers, which provides institutional expertise in the management of long only and long-short funds across equities, fixed income and alternative asset classes.

Mission :

We are looking for a talented and driven individual for a six-month internship within our Fixed Income Team in order to support the development of our activity. This role will be reporting directly to the CIO and COO of the Fixed Income group.

The position is located in **Geneva**.

The purpose of the internship is to conduct a market survey in order to refine our strategy for this business segment in Switzerland.

Your mission will be to analyze the development of institutions' needs for fixed Income products in Switzerland. You will have the following responsibilities :

- Review our current positioning;
- Interview institutional investors (pension funds, insurance companies, etc.) to better understand their needs in today's environment;
- Conduct an analysis of our main competitors;
- Provide an analytical review of the results as the purpose will be to assess the market potential and analyze the various options to develop new businesses;
- Formulate a business strategy for this market segment and establish the associated business plan.

This internship is an excellent opportunity to work on defining a corporate strategy for one of our key financial activities and it could lead to a position within our Graduate program.

Job requirements :

The successful candidate will have the following background and skills :

- Nearing the conclusion of his/her Master Degree in Banking & Finance or in Corporate Strategy;
- Strong interest in corporate strategy, marketing of financial products and finance;
- Having already performed a Marketing Survey would be an advantage;
- An interest in the asset management industry;
- Knowledge in financial valuation concepts in Fixed Income would also be an advantage;
- A proven ability to convincingly synthesize and articulate ideas / interpersonal skills / excellent presentation;
- An ability to work efficiently in teams, in a high paced environment;
- Good analytical skills;
- Proficiency in French and German. Fluent in English.

If your profile fits our requirements, please submit your application by responding electronically to the relevant job advertisement on www.lombardodier.com. It will be treated with the strictest confidence.