

## Wells Fargo Securities Investment Banking Summer Analyst

Whether you're at the beginning of your career or looking to make your next move, you want to work for a company that values your individual talents, skills and experience. Wells Fargo was named Among the World's 50 Most Respected Companies and the top-ranked financial services company by Barron's magazine in 2014. Learn about the many exciting career paths and opportunities we offer.

Wells Fargo Securities consists of more than 5,000 team members in 40+ offices across North America, Europe and Asia focused on US middle market and large corporations, and global institutional investors. Wells Fargo Securities brings together the company's market-leading businesses in debt and equity underwriting, mergers and acquisitions, loan syndications, debt and equity sales and trading, tax-exempt products, research and economics, and hedging products relating to equity, commodities and interest rate risks. Our customer-driven model is focused on delivering capital markets solutions to long standing customer relationships in middle market, large corporate, institutional, commercial real estate, municipal and internal Wells Fargo client segments.

### Summer Analyst Program

The Summer Analyst Program is non-rotational and provides the opportunity to gain exposure and experience working for one of the most well regarded financial institutions in the world; learn about our business and the many careers and professional development opportunities; expand personal and professional networks; incorporate knowledge gained in school while learning new skills and interviewing for future career opportunities at Wells Fargo. The duration of the Summer Analyst program is 10 weeks and opportunities are primarily available in Charlotte, New York and San Francisco with limited opportunities available in Chicago, Houston, St. Louis and Los Angeles.

### Investment Banking

Organized by industry sector, the Investment Banking team is dedicated to understanding the unique competitive and operating environments of our clients. The group combines strong relationships and industry knowledge with superior capital markets and advisory capabilities that includes debt and equity underwriting, mergers and acquisitions, and loan syndications. The team maintains active relationships with a broad universe of middle market, large corporate, financial sponsor and institutional clients, and is highly experienced in delivering exceptional execution. You may be placed in one of the following businesses:

### Industry Coverage

Provides a full range of investment banking and advisory services to clients in the following industries:

- Consumer, Healthcare and Gaming
- Energy and Power
- Financial Institutions
- Industrials
- Technology, Media and Telecommunications

**Asset Backed Finance** – Provides structured lending and securitization services to core clients across all asset-types including: consumer assets, corporate loans, residential mortgages, commercial mortgages, and corporate operating assets

**Corporate Finance** – Provides product agnostic financing/structuring advice, liability management, ratings advisory, and technical expertise on tax and accounting. Partners with IBCM industry and product specialists to assist clients in optimizing their capital structures and achieving corporate finance objectives

**Equity Capital Markets** – Oversees Wells Fargo's activities in the primary equity and equity-linked markets. Equity Capital Markets works closely with our corporate clients and investment banking professionals to structure and execute financing solutions. Supports the origination of primary market transactions and manage their structuring, syndication, marketing and distribution

**Financial Sponsors** – Provides corporate and investment banking products and services to the private equity industry. The group provides acquisition financing for leveraged buyouts of U.S.-based companies that have a record of stable financial performance. These acquisitions generally are completed under the sponsorship of a private equity investment firm or financial sponsor, which has a controlling interest in the company. The group also may provide mezzanine or subordinated capital, and occasionally make co-equity investments where possible.

**High Grade Debt Capital Markets** – Originates, structures and executes various debt and hybrid securities transactions for investment grade clients. Provides financing solutions tailored to clients with an investment grade credit profile to support acquisition financing, working capital needs, general refinancing and other corporate purposes

**Investment Grade Loan Syndications** - Originates, structures, and executes lead arranged loan syndications for investment grade clients. Provides financing solutions tailored to corporate clients with an investment grade credit profile to support acquisition financing, working capital needs, and other general corporate purposes

**Leveraged Finance** – Originates, structures, underwrites, and syndicates various debt (including high yield) and quasi-equity securities for corporate and financial sponsor clients. Provides financing solutions tailored to corporate and financial sponsor clients to support acquisition financing, growth financing, recapitalizations and/or refinancing transactions.

**Mergers and Acquisitions / Advisory** – Assists middle market and large corporate clients in achieving their strategic and financial objectives in partnership with industry and specialty coverage groups. Services include sell side advisory, buy side advisory, strategic financial advisory, fairness opinions, takeover defense, and private equity placements

**Middle Market Group** – Provides investment banking coverage to select middle-market clients and emerging growth companies in Wells Fargo's core commercial and retail geographic footprint. The group advises middle market financial sponsors and has dedicated merger and acquisition execution capabilities

**Public Finance** – A fully developed Investment Banking platform that provides capital raising solutions for government clients and tax-exempt clients in the healthcare, education and nonprofit sectors. Clients are covered by geographic and industry specific Investment Banking teams

**Real Estate Syndicated Finance** – Originates, structures, underwrites, and executes loan syndication transactions for real estate investment trusts (REITs), real estate funds and private developers. Provides financing solutions tailored to support acquisition financing, growth financing, recapitalizations and/or refinancing transactions

### **Training**

The Summer Analyst Program is designed to provide undergraduate students an in-depth understanding of the day-to-day responsibilities of a full-time team member. Summer analysts receive a comprehensive professional and educational experience through on-the-job training by joining a business group and working alongside team members who are experts in their fields. In addition, the program offers organized activities that allow summer analysts to receive analytical training, meet senior executives, and network with other participants across business lines.

### **Responsibilities**

Summer Analysts assume significant responsibility that may include:

- Developing and maintaining models to depict projected financial results and to value companies
- Working closely with senior bankers on presentations, financial and credit analysis, and the preparation of financial projections and models
- Supporting various financial analyses, including valuations and merger consequences
- Performing comprehensive and in-depth company and industry research
- Preparing presentations and other materials for clients
- Conducting research, participating in strategic planning and assisting in the execution of advisory services
- Conducting financial analysis, preparing credit packages, and monitoring existing deals; creating pitches, proposals, and marketing materials
- Participating in client meetings, due diligence visits, and other client interactions to gain exposure to key executives and senior bankers

### **Qualifications**

Summer Analysts must demonstrate a combination of academic aptitude, quantitative skills, personal motivation, distinguished written and verbal communication and presentation skills, excellence in working effectively as an individual and as part of a team, and an ability to manage multiple projects and deadlines simultaneously. It is preferred that your background includes:

- Coursework or demonstrated interest in financial accounting, corporate finance, mathematics, computer science, engineering, or related field
- Dedication to building a career in the financial services industry
- Proven ability to take on significant responsibility
- Willingness to work long hours in a demanding, highly focused, collaborative, and team environment
- Energetic self-starter who is flexible, organized, conscientious, proactive, and detail-oriented
- An individual who demonstrates a sense of personal accountability and urgency for achieving results
- A graduation date of December 2015- May 2016

### **Full-time analyst opportunities**

Based on outstanding performance, summer analysts may receive an offer to join a business within Wells Fargo Securities upon receiving their college degree. Prior to starting in an office, analysts participate in a comprehensive training program in Charlotte. The training brings together all the analysts from various lines of business and includes classroom instruction in financial accounting, cash flow, credit analysis, financial modeling, valuation, and market fundamentals.

**For more information on Wells Fargo Securities and our Analyst programs, please visit [www.wellsfargo.com/securitiescareers](http://www.wellsfargo.com/securitiescareers).**

**Wells Fargo will not sponsor visas for these positions, and will not hire individuals whose work eligibility is based on their F-1 or other student visa status. Candidates must be authorized to work in the United States on a permanent basis.**