Investment Banking and Capital Markets (IBCM): Summer Associate

Especially at the beginning of your career, you want to work for a company that values your individual talents, skills and experience. Wells Fargo consistently ranks among Barron's “World's 50 Most Respected Companies” and Fortune's “Most Admired Companies.” Learn about the many exciting career paths and opportunities we offer.

IBCM Overview

The Investment Banking and Capital Markets team of Wells Fargo Securities is organized by industry and product sectors. We are dedicated to understanding the unique competitive and operating environments of our clients in order to be their trusted advisor. IBCM combines strong relationships and industry knowledge with superior capital markets and advisory capabilities that include debt and equity underwriting, mergers and acquisitions, and loan syndications. Our team actively covers a broad universe of middle market and large corporate clients. We pride ourselves not only on our advice, but on delivering exceptional execution.

Summer Associate Program

The Summer Associate Program provides an in-depth understanding of the day-to-day responsibilities of a full-time investment banker. The duration of the summer program is approximately ten weeks, beginning with three full days of training. Summer associates receive a comprehensive professional and educational experience through on-the-job learning and practice 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 participants to receive analytical training, meet senior executives, network with other summer associates across business lines, and form lasting friendships.

Opportunities

Summer associate opportunities are available in Charlotte, New York, San Francisco, Houston, and Los Angeles within one of the following industry or product groups.

Industry Coverage Groups

Provide 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

Specialty Coverage Groups

- Financial Sponsors
- Middle Market Group

Product Groups

- Advisory/Mergers & Acquisitions
- Debt Capital Markets
- Equity Capital Markets
Responsibilities
As active team members in industry coverage or product groups, associates help orchestrate capital raising and strategic advisory transactions. Associates assume significant responsibility that may include:

- Developing and maintaining models to depict projected financial results and to value companies
- 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
- Participating in client meetings, due diligence visits, and other client interactions to gain exposure to key executives and senior bankers
- Developing and mentoring junior talent

Qualifications
Minimum summer associate qualifications include:

- Excellent interpersonal, written, and verbal communication skills
- Strong quantitative and analytical skills
- Demonstrated excellence in working effectively as an individual and as part of a team
- Strong personal motivation, attention to detail and creative mindset
- Top-notch organizational skills
- Ability to multitask and work efficiently in a deadline-driven environment
- Dedication to building a career in the financial services industry
- Willingness to work long hours in a demanding, highly focused, collaborative, and team environment

Preferred summer associate qualifications include:

- MBA student in between your first and second year of graduate school
- Coursework in financial accounting and corporate finance
- Professional experience through internships, part-time or full-time work, and/or extracurricular activities
- An individual who demonstrates a sense of personal accountability and urgency for achieving results

Full-Time Associate Opportunities
Based on outstanding performance, summer associates may receive an offer to join the Investment Banking and Capital Markets Associate Program upon receiving an MBA. Prior to joining a business unit on a full-time basis, associates participate in an eight-week, comprehensive training program in Charlotte. The training brings together all the associates from various lines of business and includes classroom instruction in financial accounting, cash flow, credit analysis, financial modeling, and valuation as well as preparation for the Series 7 and 63 exams. Wells Fargo professionals and consultants with special expertise in their fields equip associates with the skills, knowledge and tools to make an immediate contribution to their team. Associates will also receive on-the-job coaching, mentoring, and feedback throughout their tenure.

Wells Fargo will not sponsor visas for these positions, and will not hire individuals whose work eligibility is based on their F1 or other student visa status. Candidates must be able to work in the United States on a permanent basis.

Wells Fargo is an equal opportunity and affirmative action employer M/F/D/V