Wells Fargo Securities (WFS): Summer Analyst

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.

Summer Analyst Program
The Summer Analyst Program is non-rotational and is designed to provide an in-depth understanding of the day-to-day responsibilities of a full-time investment banking analyst. The duration of the summer program is approximately ten weeks, beginning with a week of training in Charlotte. Summer analysts 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 analysts across business lines, and form lasting friendships. The Summer Analyst Program offers students two tracks: Investment Banking & Capital Markets or Sales & Trading. Summer analyst opportunities are primarily available in Charlotte, New York, and San Francisco and may also be available in Chicago, Houston, Los Angeles and St. Louis.

Opportunities: Investment Banking & Capital Markets
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.

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

Opportunities: Sales & Trading
The sales, trading, origination and research teams deliver a comprehensive set of capital market products and solutions to the broader Wells Fargo customer base, ranging from distribution of public debt and equity products to hedging interest rates, commodity and equity risks. Opportunities may be available in the following businesses:

- **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

Together we’ll go far
- **Fixed Income Sales and Trading**: Distributes and trades securities to support issuing clients who are raising debt in the capital markets, investing clients who are sourcing bonds for investment needs, and clients with needs to hedge interest rate, commodity price, and equity price risks in their businesses through the use of derivatives
- **Equity Sales and Trading**: Provides sales and trading for corporate clients who are raising equity and convertibles in the capital markets, as well as investor clients looking to secure equities for their investment needs
- **Principal Investing Group**: Originates and holds an investment portfolio of credit sensitive or structured securities and financings
- **Research and Economics**: Provides support to sales, trading, and origination teams by adding value to both fixed income and equity investors through publishing, idea generation, and calling efforts
- **Municipal Products**: Provides comprehensive financial services to federal, state, and local governments, education, non-profit institutions, not-for-profit healthcare, transportation, and energy corporations

**Responsibilities**

As active team members in industry coverage or product groups, 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
- Participating in client meetings, due diligence visits, and other client interactions to gain exposure to key executives and senior bankers
- Structuring customized investment strategies using conventional cash and derivative products for individual investors
- Providing analytical support to senior investment bankers or senior traders
- Executing and booking trades
- Using risk-management tools to monitor trading positions and manage risk

**Qualifications**

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 in financial accounting, corporate finance, mathematics, computer science, or engineering
- 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 and demonstrates a sense of personal accountability and urgency for achieving results

**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 joining a business unit on a full-time basis, associates participate in a six-week, 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, and valuation. 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.

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