



## 2017 SUMMER GLOBAL COUNTERPARTY CREDIT ASSOCIATE

### **Global Counterparty Credit at TD Securities:**

The Global Counterparty Credit group is responsible for implementing and ensuring compliance with credit policies established by the Bank for the management of derivative credit exposures. Through strategic, tactical and risk-oriented teams of professionals, Global Counterparty Credit delivers the highest quality service and expertise to its stakeholders.

### **Your Summer as a Global Counterparty Credit Associate:**

The Global Counterparty Credit Associate is part of our team of in-house credit professionals that works closely with the organization's Sales and Trading team. The Global Counterparty Credit Associate will gain experience across a wide variety of Financial Institution, Corporate, Institutional and Sovereign clients. The Global Counterparty Credit team is involved with the origination process for the trading business and is responsible for the credit analysis and recommendation of credit/derivative facilities enabling the various trading businesses/desks to transact with counterparties, as well as ad hoc reporting and monitoring of the credit risk profile of TD Securities' clients that are users of a wide variety of capital market trading products including:

- Derivatives (foreign exchange, interest rate, commodity, equity and credit derivatives)
- Financing products (securities / equities borrowing and lending, and repurchase transactions)
- Money market and fixed income securities (commercial paper, bonds and asset-backed securities).

### **How You Will Contribute:**

- Prepare and recommend high quality credit submissions relating to new business proposals, interim and annual reviews
- Conduct appropriate market, industry and client credit analysis with clearly articulated recommendations on credit decisions and appropriate borrow risk ratings
- Work closely with other product groups, including TDS Sales and Trading, TD Securities Cash Management, TDS Trade Finance and other business areas of TD to ensure that credit needs are being met
- Ongoing monitoring of Counterparty performance and credit exposures, including compliance with authorized credit limits and terms, as well as reporting requirements
- Identify potential problems requiring attention and recommend appropriate actions to best manage the risks in deteriorating credit situations
- Contribute to a strong team credit culture by raising issues on credit, reputational and operational risks
- Provide a high level of client service; develop the client relationship by identifying cross-sell opportunities and coordinating marketing efforts with other business / product groups.
- Ensure that credit arrangements adequately balance the risk and return

### **Qualifications:**

- Graduating in fall 2017 or spring/summer 2018 with an MBA or graduate degree in a business related discipline in high academic standing
- Enrolment in CFA program is an asset
- Solid understanding of capital markets and treasury/derivative products as well as the inherent market and credit risks
- Strong financial analysis and risk assessment skills
- Strong oral and written communication skills
- Familiarity with legal documentation including ISDAs, repurchase agreements and loan agreements would be an asset
- Strong PC skills (credit processing, Moody's Financial Analyst, Microsoft Word, Excel)

**Location:** Toronto

***All positions will be posted on December 4<sup>th</sup> and can be found by visiting our campus website at [jobs.td.com/campus](http://jobs.td.com/campus). You must submit your complete application package (cover letter, resume, most recent unofficial transcripts), including projected graduation date. Covering letters may be addressed to:***

***Christine Keleshian  
Manager Campus Recruitment***