

Campus Recruiting

Global Sales & Trading Summer Analyst Program

Our Business:

Bank of America Merrill Lynch Sales & Trading professionals deliver innovative solutions and exceptional execution to help clients meet their complex financial objectives. We make markets in virtually all major asset classes, covering both the Debt and Equity product spectrums. We are active in both the Cash and Derivative markets. We have a global presence, with offices throughout the United States, Europe and Asia.

Bank of America Merrill Lynch uses an integrated approach to ensure our solutions meet client needs. Our functional areas of expertise - Sales, Trading, Research and Capital Markets - work together, creating a unique, team-oriented culture that fuels collaborative thinking. Our approach has made us a premier provider to our clients, which include institutions, corporations and consumer entities. Our institutional focus includes hedge funds, money managers, mutual funds, insurance companies and banks.

Bank of America Merrill Lynch covers a wide array of industry sectors in both the Debt and Equity markets. Our [Debt Profile](#) includes Interest Rate Products, Foreign Exchange, Commodities, Investment Grade, High Yield, Distressed, Mortgage and Asset Backed Products, as well as Structured Securities. Our [Equity Profile](#) includes Equity Cash, Equity Derivatives, Financing and Electronic Trading Services.

Overview:

Summer Program

A 10-week program including formal training and assignments in Global Markets product areas. One week of training followed by rotations in fixed income and/or equity markets and exposure to different functions in sales, trading, origination, and structuring/quantitative analysis. Direct placement in one product area for the entire summer is available for select locations.

Responsibilities

- Assist with sales, trading, and hedging activities
- Help originate, structure, and model transactions
- Assess market trends and provide quantitative data for clients
- Perform market and quantitative research analysis
- Assist in structuring, pricing, and executing trades
- Handle day-to-day transaction needs, including reconciliation and clearing services
- Assist in developing new products and bringing them to market
- Assist in educating clients about complex structures and technical products

Qualifications:

Education

- Progress towards a bachelor's degree with demonstrated academic achievement
- Mathematics, engineering, statistics, or programming background a plus

Skills and Abilities

- Extensive Excel and modeling skills
- Strong quantitative and qualitative skills
- Demonstrated problem solving skills and willingness to ask tough questions
- Good judgment and business sense
- Solid leadership, team, communication, and interpersonal skills
- Can multitask and prioritize in a demanding environment
- Able to generate complex solutions across multiple product platforms

Personal Traits

- Strong interest in global financial markets
- Highly motivated with a drive to succeed
- Keen interest in complex structures
- Adapts easily to constantly changing environment
- A track record of superior performance in extracurricular and professional activities
- Assertiveness, initiative, leadership, strong work ethic, team focus
- Ability to learn quickly and take on new responsibilities

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Training:

Program Highlights

- A week of formal training providing overviews of Bank of America Merrill Lynch, its business divisions, organizational structure, product groups and technology
- Summer senior speakers series
- Access to the electronic learning network
- Ongoing educational sessions to learn about various businesses within Global Markets
- Extensive peer and senior mentoring
- Business-sponsored activities and events that create opportunities to network with Bank of America Merrill Lynch professionals and summer associates across multiple business groups

Locations:

Opportunities available in New York, Boston, Chicago, Houston, and San Francisco (based on candidate preferences and business needs).

How to Apply:

In order to be considered a candidate for this opportunity, you must apply via www.bankofamerica.com/campusrecruiting . To [submit your profile](#), first sign in as a new or returning user. If you don't have an existing account, you'll need to register as a new user. Then, complete your Candidate Profile and designate your program(s) of interest. Please note that in order for your application to be considered complete, you must reach the final "Thank You" page. In addition, please follow any procedures set forth through the Career Services office on your campus.