



STRUCTURED FINANCE ACCOUNT REPRESENTATIVE

MISSION

- The structured finance account representative provides clients with a comprehensive line of products and services ranging from financial advisory, transaction structuring (equity, bank debt, bond debt), arranging, underwriting and equity investment. He/she presents the transactions to the credit committee, negotiates transactions with clients and implements them.

He/she works in specialized areas such as projects, infrastructure, real estate, aviation, shipping and acquisitions.

He/she handles the origination of transactions, structures the financing transactions in their various aspects (financial analysis, legal and tax issues, sales and compensation issues) and remains involved right up until the transaction closing.

He/she may also be assigned to participate in portfolio management in conjunction with the risk management unit.