

DES MOHAMMED: DEVELOPING HIS MARKETING STRATEGY

JOB POSTING:

Job Posting: Investment Banking Analyst, TD Securities

Initially assigned to an industry or product group, Analysts work with a group of experienced professionals as they pitch, advise and execute. Working under the overall direction of a Managing Director who will assign you to transactions, you will follow the clients and the deals as they move, eg. from a bridge loan to a debt issue to a sale equity.

Responsibilities:

- Research and analyze clients' financial situations, industry and market data, and mergers and acquisition opportunities
- Value private and public companies
- Assist with client negotiations and credit documentation
- Prepare external client proposals and internal underwriting memos, and
- Prepare client presentations based upon the above

Qualifications:

- Undergraduate degree in Business or Mathematics/Economics
- Combination of strong financial/analytical skills and excellent communications abilities
- Adept at financial modeling, valuation
- Able to work effectively in a team environment

Professional development: the anticipated duration of this assignment is two to three years, after which time you are expected to return to graduate school.

COMPANY INFORMATION:

TD Securities is the wholesale banking arm of TD Bank Financial Group. The Investment Banking team of more than 200 professionals provides corporate and government clients with capital markets and corporate finance advice and transaction execution worldwide.

Clients, governments and major public companies tend to be the most sophisticated and experienced users of capital markets. The ability to competitively service them requires corporate finance experience and skills. Clients are located in Canada, the U.S., Europe, Asia and Australia.

CREATING HIS MATCH:
3-5 key skills that Des has and the employer wants

Skills & Experiences Sought by Employer	Des Mohammed's Experiences
Relevant education	<ul style="list-style-type: none"> • B. Comm. in Finance and Economics • Good grades - 3.8 GPA • Completed CSC
Balance of analytical / financial and communication skills	<ul style="list-style-type: none"> • Analytical skills: Valuation project and Marketing and business Environment assignments; at TDCT, balanced huge volume of paperwork (filing, etc.) with client service • Communication skills: Promoted Investment Club at UTM; (re-elected) VP Finance on UCS; negotiated employer sponsorships for UCS events; helped cultivate and retain clients through cold calls and appointment reminders
Expertise in modeling and valuations	<ul style="list-style-type: none"> • Modeling demonstrated in Economics assignment
Effective team member	<ul style="list-style-type: none"> • UTM Valuation project and member of winning soccer team; UCS chairing meetings and events; TDCT troubleshooting for FA while meeting