



***Associate, Investment Banking / M&A
Calgary, Alberta***

Please submit your resume to: **sw_careers@scotiawaterous.com**
and quote **SWC0112-01** in the email subject line

Scotia Waterous, the oil and gas M&A division of Scotia Capital, provides clients with a complete and seamless solution for oil and gas M&A advice and financing. In-depth knowledge of the oil and gas sector and comprehensive technical understanding of oil and gas assets on a worldwide basis have distinguished the firm as a global leader in the oil and gas M&A business.

Scotia Capital provides a full range of investment banking, credit and risk management products and services relevant to the financing and strategic development needs of our clients. Our products include debt and equity financing, mergers & acquisitions, corporate banking, institutional equity sales, trading and research, debt products, derivatives, foreign exchange and bullion & precious metals. We also cross-sell the full range of wholesale products and services offered by the Scotiabank Group.

Scotiabank Group is an equal opportunity employer committed to attracting, hiring and retaining talented and motivated men and women.

VISIT OUR WEBSITE AT <http://www.scotiawaterous.com>

Position Description:

Associates in Investment Banking and Mergers & Acquisitions enjoy a stimulating and challenging work environment in which they execute a broad range of assignments. A high degree of responsibility is afforded to those demonstrating initiative and the desire to take on such responsibility.

At the early stages of their career, Associates focus on client presentations, financial modeling and research. As the individual's career progresses, Associates take on increased responsibilities including directing transactions and participating in business development with the guidance of senior group members. Scotia Capital brings new Associates in contact with clients at the earliest possible stage, allowing them to gain experience in managing and cultivating client relationships.

A significant amount of effort, diligence and initiative is required to properly execute assignments. The complexity of clients' financial requirements coupled with the intense competitiveness of the investment banking industry necessitates a full commitment to the task at hand. Standards are very high as most work is

presented to senior executives at client firms and supervision is provided only to the extent that it is required.

With a limited hierarchy of professional and a small team approach, Associates have ample opportunity for career growth and development. On any given project, Associates will interact with other departments of the firm such as Corporate Banking, Equity Capital Markets, Debt Capital Markets and Corporate Solutions gaining knowledge and understanding of both investment banking and the capital markets.

New Associates may participate in the Capital Ideas Program, an intensive training program developed by the Firm. The program is designed to orient participants to our culture, people, products and services and to provide the soft and technical skills, and contacts critical for success. Team projects, individual study and social activities supplement classroom discussions.

Requirements:

- Undergraduate degree in a relevant field
- 3 to 5 years of industry experience, or an MBA degree
- Pursuing or completed the requirements for a CFA designation considered an asset
- Proven record of outstanding achievement in academic and extracurricular activities
- A clearly defined interest in Investment Banking and M&A
- Strong quantitative skills focused on financial analysis, accounting and financial theory
- Strong written and verbal communication skills
- A high level of attention to detail
- The ability to manage multiple projects simultaneously while maintaining a high standard of work
- The ability to excel under pressure amid demanding deadlines
- The ability to perform effectively in a team environment
- High professional standards
- Demonstrated ability to quickly adapt to new situations
- A strong sense of personal integrity and teamwork
- A high level of energy, a keen desire to learn new concepts and a positive attitude
- An independent thinker with proven ability to make decisions

We thank all applicants for submitting their resumes to Scotia Waterous. We value your application, and all resumes will be reviewed by our recruiting staff. However, only applicants who have been selected for an interview will be contacted.