



*Division: Investment Banking / M & A*  
*Position: Analyst*  
*Contact: Nancy Karnaos*  
*Manager, Recruitment*

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.

**Position Description:**

The Analyst program is designed to provide recent undergraduates with exposure to a broad range of capital markets transactions including debt and equity financings, mergers and acquisition and financial advisory work. Analysts learn to perform complex financial analysis such as market comparisons, company valuations and pro-forma financial modeling. In addition, Analysts prepare company and industry specific research to support financial valuations.

Analysts enjoy a stimulating and challenging work environment and putting forth a strong effort is critical to the success and development of an Analyst. Analysts must be willing to work hard, be flexible and maintain extremely high professional standards as most work is presented to senior executives at client firms. Supervision is provided only to the extent that it is required. An Analyst is typically involved in a number of projects at the same time. Balancing the requirements of different projects can be very demanding. The challenging nature of the work, combined with long hours requires intense effort and a positive attitude and approach. Extended hours and weekend work are required in order to meet deadlines.

The Analyst program is designed as a two to three year experience. On completion of the program many Analysts return to university to pursue postgraduate studies, however, some high-performing Analysts are given the opportunity to remain with the Firm for a third year and in the case of an exceptional performer a promotion to Associate.

New Analysts 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 to be completed by Spring 2009
- Proven record of outstanding achievement in academic and extracurricular activities A clearly defined interest in Investment Banking or M&A
- Familiarity and comfort with quantitative analysis, financial concepts, accounting and computer modeling
- Strong written and verbal communication skills
- A high level of attention to detail
- The ability to manage multiple tasks 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
- Demonstrate the ability to quickly adapt to new situations
- A strong sense of personal integrity and teamwork
- Display a high level of energy, a keen desire to learn new concepts and a positive attitude

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