



Cass Business School
CITY UNIVERSITY LONDON

MSc Careers Fair Guide



20-22 September – 12.00pm to 5.00pm



Welcome to the Careers Fair 2010

The annual careers fair in September is your opportunity to meet over 60 companies who are recruiting across many sectors including finance, energy, insurance, real estate, shipping, strategic management and internal auditing.

Find out more about the opportunities available for graduates, the skills that employers are looking for and make sure you make a winning first impression.

Tips for success

It's very important to listen and use the time to ask intelligent, business-focused questions to company representatives. Prepare by doing some research on the companies and sectors so you can demonstrate some knowledge and ask related questions. This will show your motivation and determination to join the firm and help you stand out from the competition in a positive way.

Make sure you're well-groomed and smartly dressed. For guys, a business suit is a must. This is a very important investment if you are participating in on-campus recruitment. For the girls, a smart trouser or skirt suit is essential, skirts should not be too short and makeup should be natural with minimal jewellery. Clean, groomed hair and smart shoes can make a big difference to your first impression.

Meet the MSc Careers team



Helen Green
MSc Careers Information Officer
MSc Relationship Manager
(Real Estate)
Helen.Green.1@city.ac.uk



Jenny Portalska
Career Coach and Trainer
Jenny.Portalska.1@city.ac.uk



Louisa Hebden
MSc Relationship Manager
(Management)
Louisa.Hebden.1@city.ac.uk



Percy Ngcobo
MSc Careers Coordinator
Percy.Ngcobo.1@city.ac.uk



Charlie Statham
MSc Relationship Manager
(Finance, Quantitative Finance)
Charles.Statham.1@city.ac.uk



Victoria Oriade
Events Coordinator
Victoria.Oriade.1@city.ac.uk



Alexandra Walton
MSc Relationship Manager
(Actuarial/Insurance, Energy/Supply
Chain/Shipping)
Alexandra.Walton.1@city.ac.uk

Companies attending the Fair

Monday

20 September

Bank of America Merrill Lynch
Bank of England
BlackRock
BNP Paribas Real Estate
Cluttons
ConocoPhillips
Credit Suisse
Cushman & Wakefield
Ernst & Young
graduate-jobs.com
HSBC
IBM
Legal & General
Macquarie
Mitsubishi UFJ Securities
NB Real Estate
Nomura
Santander
Standard Chartered
TARGETjobs
UBS
Zurich

Tuesday

21 September

Arriva
Bloomberg
BNP Paribas
CB Richard Ellis
DTZ
Gibson
efinancial
Goldman Sachs
ICAP
Inside Careers
Jones Lang LaSalle
Knight Frank
Mercer
RBS
Redington
Rothschild
RBC Capital Market
(Royal Bank of Canada)
Savills
Societe Generale
Standard Bank

Wednesday

22 September

AON
BNY Mellon
Cambridge Associates
Citi
Commerzbank
Factset
Fidelity Investment Managers
Financial Services Authority (FSA)
Gallup
Hill Dickinson
KPMG
Lloyd's
Morgan Stanley
RSA
State Street
Stemcor
Thomson Reuters
Towers Watson
Turner & Townsend Plc
Utiylx



Aon UK Graduate Programme Opportunities UK-wide

Aon, all our graduate careers come with challenges and rewards in equal measure.

You might not be too familiar with our name, but Aon is an organisation of incredible size and scope. Our business is professional services; we are the world's number 1 insurance broker, the no1 provider of reinsurance and a market leader in human capital consulting. Worldwide, Aon employs 36,000 people who use their specialist knowledge and industry expertise to help our clients grow. Across the UK, we have 5,000 employees in 30 offices.

Our UK Graduate Programme has been designed to identify and develop the future stars of our business. At Aon, you'll get real responsibility far sooner than in many organisations. You'll very quickly become a technical specialist in your area, meeting clients and advising them on our market-leading products. Our training and networking opportunities will prepare you fully for this client-facing role, helping you to build business knowledge, develop professional skills and grow relationships.

If you have a minimum 2:1 degree or equivalent, plus numeracy, analytical abilities and strong customer service skills, find out more and apply at www.aon.co.uk/graduates



Arriva

Arriva is one of Europe's leading transport service providers, operating an extensive range of services including buses, trains, commuter coaches, water buses and airport related transport services across 12 European countries.

Our Graduate Programme

Our graduate programme is all about developing your leadership potential and is divided into two streams: a General Management Programme (any degree background) and a more technically-led Engineering Management Programme (engineering background). In both cases, the aim is the same: to create a pipeline of managers who understand our operational issues, recognise our business needs and know what it takes to keep us successful.

Ultimately, we want to give you a thorough understanding of what makes us tick, so that after 18 months or so on our programme, you are more than ready to take up your first management role and actually lead people within our organisation.

The kind of person we're looking for

If you are enthusiastic about becoming a future business leader and have the desire and flexibility to live and work anywhere in the UK and Europe, then this could be just the opportunity you've been looking for.

You don't need transport experience but you will definitely need to prove to us that you have what it takes to be a future leader. We want strategic thinkers who are innovative and persuasive, who excite others through a motivational and inspirational style. But most of all, we want people who aren't afraid to pull up their sleeves, get their hands dirty and understand the business from the ground up.

Come and chat to us and find out what it is like working at Arriva, get hints and tips on how to ace the application and interview process. We're taking applications now for our 2011 intake.



Bank of America Merrill Lynch

Bank of America Merrill Lynch is part of Bank of America, one of the world's largest financial institutions serving individuals, small and middle market businesses and large corporations with a range of

banking, investing, asset management and other financial and risk-management products and services. The company has relationships with 99 per cent of the U.S. Fortune 500 and nearly 96 percent of the Fortune Global 500; it prides itself on offering an array of world-class products and world-class service to clients.

Opportunities

Full-time and internship programmes are available in the following areas: Global Markets, Corporate & Investment Banking, Capital Markets, Global Wealth & Investment Management, Research, Treasury Management, Corporate & Financial Institutions Debt Products, Operations & Middle Office, Risk Management, Technology, Human Resources and Europe Card Services.

Internships

An internship is an excellent opportunity to gain an insight into working life at the bank and discover which direction you would like to take your career. You'll work alongside our full-time employees performing real tasks with the potential for measurable impact on our business. The skill-building and networking opportunities you'll get with us can make all the difference after graduation. 9 week summer internships and longer fixed term placements are available.

Graduate opportunities

Graduates who join will gain a breadth of knowledge and experience and be positioned for great growth opportunities. You will work alongside professionals who are leaders in the industry and have skilled mentors who are committed to developing talent. In addition, you will be offered unlimited opportunities to develop your abilities and grow professionally through a variety of structured training courses. From the start, you'll have the opportunity to make a real impact.

Applications should be made online via the website: www.bankofamerica.com/campusrecruiting

Deadlines:

Full-time: Friday 12 November 2010

Internships: Friday 17 December 2010



BANK OF ENGLAND

Bank of England

The Bank of England is a uniquely influential organisation tackling the most important and most challenging economic and financial issues facing the UK. To achieve that, our

1,700 people are involved in a broad range of complex and often high-profile work. Our most visible responsibilities are setting interest rates to control inflation and issuing banknotes. The Bank's financial stability role will be greatly strengthened in the next few years through the establishment of a new Financial Policy Committee within the Bank, with control of macro-prudential tools to deal with systemic risks to financial stability. We are looking to recruit 20 graduates and 15 summer interns from any discipline to join our award winning development programme.

BLACKROCK

BlackRock

BlackRock is one of the world's preeminent asset management firms and a premier provider of global investment management, risk management and advisory services to institutional, intermediary and individual investors around the world. BlackRock offers a range of solutions from rigorous fundamental and quantitative active management approaches aimed at maximising outperformance to highly efficient indexing strategies designed to gain broad exposure to the world's capital markets. Our clients can access our investment solutions through a variety of product structures, including individual and institutional separate accounts, mutual funds and other pooled investment vehicles, and the industry-leading iShares™ ETFs. This offering has been recognised in 2010 to date with over 160 first-placed industry awards received globally.

BlackRock is a truly global firm that combines the benefits of worldwide reach with local service and relationships. We manage assets for clients in North and South America, Europe, Asia, Australia and the Middle East. The firm employs more than 8,500 professionals and maintains offices in 24 countries around the world.

The foundation of BlackRock's business is our belief that our clients' needs are of paramount importance. Our commitment to investment excellence is anchored in a shared culture that always places a client's interests first, from individual investors to the world's largest institutions. We act always as a fiduciary for our clients, never trading as a principal on our own behalf.

Bloomberg

Bloomberg

Bloomberg is a leading global provider of data, news and analytics. The Bloomberg Professional® Service and Bloomberg's media services provide real-time and archived financial and market data, pricing, trading, news and communications tools in a single, integrated package.

Bloomberg's clients include corporations, news organisations, financial and legal professionals, and individuals around the world. With over 11,000 employees operating in more than 153 countries, Bloomberg is truly international. The largest offices include New York, London and Tokyo, and this is where the majority of graduate opportunities are located.

Graduate positions include financial sales, software development, global data, IT, project management, news and many more. For most roles, a second language is desirable but not essential. Bloomberg recruits all year round and from any discipline. A passion for finance, technology or an international career is required. Bloomberg breaks down barriers between people and encourages communication by bringing colleagues together. With no job titles or executive areas, the culture fosters interaction at every level.

Bloomberg supports community programmes by reinvesting resources back into society through sponsorships and employee volunteer activities. But the real depth and diversity of Bloomberg's way of life comes from the creativity and commitment of its people. Training is extensive and ongoing via Bloomberg University. Courses are wide-ranging and available to all, allowing graduates to progress quickly and take on real responsibility quickly. Opportunities are listed on the website and start dates are available throughout the year.

Apply online at www.careers.bloomberg.com by attaching your CV (no long application form to complete).



BNP PARIBAS
CORPORATE & INVESTMENT BANKING

BNP Paribas Corporate & Investment Banking

BNP Paribas Corporate & Investment Banking is a leading European investment bank with global leadership in many of our businesses. We are part of the BNP Paribas

Group, one of the six strongest banks in the world, rated AA by Standard & Poor's, and the largest bank in the euro zone by deposits. With over 19,000 employees in 53 countries, we can offer you a truly global career.

Our stability and culture of strong risk management underpin a relentless drive for quality and innovation at the service of our clients in both mature and emerging markets, and across a diverse range of products and asset classes. Building on our strong performance in recent challenging conditions we are now vigorously pursuing our ambitions to grow our global network and extend our client base. With a focus on delivering intelligent, practical and above all effective solutions for our clients, we offer truly international career opportunities at graduate and internship level across all areas of corporate and investment banking.

At BNP Paribas, we're committed to early and rapid career development. Once we have identified the best fit for your skills and ambitions you will be hired directly into an identified position. That means you will be straight into a meaningful role and can begin contributing to our business and building your career from the outset. As well as first-class formal training, you'll benefit from on-the-job coaching and support from sector-leading professionals. In this collaborative and nurturing environment you'll learn quickly and rapidly take on new responsibilities. Our success is built on doing things differently, on encouraging new ideas and giving our people the room to innovate.

If you are analytical and entrepreneurial, if you are numerate and can quickly understand complex financial concepts, if you have ideas and are ready to learn, and if you speak good business English, we want to hear from you. We have roles at both graduate and internship level across all our business areas and throughout our global network of offices.

For more information on available roles and application details go to: www.graduates.bnpparibas.com



BNP PARIBAS
REAL ESTATE

BNP Paribas Real Estate

BNP Paribas Real Estate is one of Europe's leading providers of integrated real estate services, committed to delivering solutions for owners, investors and occupiers. BNP Paribas

Real Estate's global capabilities span across Europe, America, Asia and the Middle East where our team of 3,200 specialists work in 129 offices and manage a worldwide portfolio of €10bn of assets.

BNP Paribas Real Estate is an industry leader throughout Europe and we understand the importance of building personal relationships with our clients that are so vital to quality and service delivery. With 2009 revenue of €554m and profit of €76m, we are rapidly expanding our capabilities across the globe. BNP Paribas Real Estate is a wholly owned subsidiary of BNP Paribas, the world's safest strongest bank according to Standard and Poor's and **18th in the Fortune Global 500 rankings**.

BNP Paribas Real Estate has six international business lines, covering each stage of the real estate lifecycle: property development, valuation, consulting, transaction, investment management and property management.

In the UK, our services include: corporate real estate, valuation, rating, lease advisory, consulting, letting and sales, investment, property management, building consultancy and fund management. Our surveyors advise on a large cross-section of market sectors including: offices, industrial, retail, leisure, education, logistics, public sector, residential, sustainability and hotels.

Clients

Aviva, Centrica, The Crown Estate, IBM, Invista REIM, JD Wetherspoon, National Grid Pension Fund, Royal Mail, Whitbread.

Exciting projects

Current trainees may help value £14bn worth of institutional assets in the Investment Valuation team, or be involved in managing the Crown Estate property portfolio which includes Regent Street for the Property Management team. In the Development Consulting team you could assist in advising on the redevelopment of the expansive Docklands area. The Houses of Parliament could be looking to you for advice on their real estate, from Letting and Sales to valuing their portfolio.

Come and talk to us at the careers fair, and we'll let you know what we're looking for in our graduates.



BNY Mellon

This is The Bank of New York Mellon. An innovative financial services provider for institutions, corporations and high-net-worth individuals. We offer asset management and wealth management, asset servicing, issuer and treasury services and broker-dealer & advisory services to clients around the world. This

is a place where you can bring your passion for excellence and we'll deliver the opportunity and support to achieve your goals.



CAMBRIDGE ASSOCIATES LIMITED

Cambridge Associates Limited

Cambridge Associates was founded in the early 1970s to assist nonprofit institutions with the investment of their endowment assets. Today, we provide investment consulting, research and performance reporting

services to over 810 clients, including nearly 600 nonprofits, based in 26 different countries around the world. We also serve families, corporations and sovereign wealth funds. The firm currently advises on over US\$85 billion in client assets across all asset classes, including global equities, bonds, real estate, venture capital, hedge funds, leveraged buyout funds and oil and gas partnerships. We also monitor the performance of most major institutional investment managers, and we provide clients with detailed performance reports that analyse the performance of both traditional and alternative investments. To serve our global client base more effectively, as well as to enhance our research coverage of investment managers and markets worldwide, we have over 900 employees who are based in seven offices across the United States, United Kingdom, Singapore and Australia.



CB Richard Ellis

CB Richard Ellis is the world's leading commercial real estate advisor. With over 300 offices in more than 50 countries, we have more consultants advising more customers than any other property firm.

We can't achieve all that without the best people so we're always on the look out for new talent. If that's you, you can expect:

- To work in a truly global environment
- To undertake exciting projects with prestigious clients
- To learn about every aspect of the commercial property industry from the best in the business
- The potential to take your career to exceptional places.



Citi

Citi, the leading global financial services company, has approximately 200 million customer accounts and does business in more than 140 countries.

Our global presence isn't just a question of size, it's a way of thinking. We are passionate about what we do and are looking for graduates who want to be a part of that vision. Wherever we operate, we anticipate change and turn opportunities into reality. Our business isn't static and neither are our people. We need exceptional individuals, which is why we provide the brightest and best with an opportunity to make a difference, and ultimately a compelling career path.

Our 200 year heritage is built on a proud pioneering spirit, and we continue that forward thinking tradition today. Driven by a desire for entrepreneurship and creativity Citi is helping to shape the future of banking. It is not progress at any price, however, we strongly believe in a commitment to responsible growth that benefits clients, colleagues and communities alike.

Citi is a lead player in its industry and a great place to start a career. Full-time and internship opportunities exist across a broad set of businesses including Investment Banking, Capital Markets Origination, Sales & Trading, Global Transaction Services, Private Bank, Risk Management, Human Resources, Operations and Technology.

Whatever route you choose to take into the firm, this is your chance to be part of an exciting period in the development of the global financial services industry. At Citi, you can be right at the heart of it, and take advantage of our investment in long-term career development, talent management, and varied career choices.

At Citi you won't just achieve your ambitions – you'll exceed them.



Cluttons

Cluttons is a leading independent firm of chartered surveyors in the UK. We have a strong business in the Middle East, as well as offices in Europe and South Africa. We provide a full range of property-related services across both the commercial and residential property markets. These services include asset and fund management, investment, valuation, lease advisory, property management, telecommunications, project and building consultancy, planning and regeneration, and development agency.

We recruit graduates for five APC pathways – commercial, residential, building surveying, planning and development, and valuation – in both our London and regional offices, with further opportunities in the Middle East.

Cluttons has an excellent APC programme and your training will consist of internal technical lectures, business skills seminars, and APC-focused training, and is combined with regular competency assessments and final mock interviews. You are guaranteed to be thrown into “real work” from day one so you are able to make a difference to your division and the firm from the outset.

Our reputation and the quality of work we deliver depends on the high-calibre people we employ. We want individuals who want to succeed in a property career, who are passionate about doing a good job, and who care about providing our clients with the best property solutions. Team-working, developing relationships, problem-solving, using your initiative, and creativity are all skills that we look for, along with:

- good A level results;
- an RICS/RTPI approved degree or post-graduate degree;
- relevant work experience that demonstrates a commitment to a career in the property industry; and
- a good level of commercial awareness.

How to apply: Visit our website www.cluttons.com/career and under the careers section complete our online application form.

Deadlines: Closing date for Graduate Applications is 10 December 2010.



Achieving more together

Commerzbank Corporates & Markets

Commerzbank Corporates & Markets (C&M) is the corporate and investment banking segment of Commerzbank AG, providing a broad range of products and services to corporate and institutional clients in Germany, Europe and

beyond. The business incorporates advisory and capital markets activities in debt, equities, commodities, fixed income and currencies with a strong focus on derivatives and structured products. C&M aspires to be clients' partner of choice when it comes to the development and execution of smart solutions for all their financing and capital market needs.

Our Graduate Programme

The Graduate Programme begins with several weeks' training which will familiarise you with the bank's structure, products and services. Here you will also meet other members of the Graduate Programme, so you can start networking early on. Our training programme will give you the opportunity to experience what international business is like within an investment bank.

No matter whether your role is in Sales, Trading, Structuring, Corporate Finance, Research, Business Management (COO), Client Relationship Management, Treasury or Risk Management – we'll give you all the support and encouragement you need to achieve any professional qualifications required for your role. You may also be given the opportunity to increase your knowledge by working abroad for a period of time.

What we are looking for

You have ideally graduated in a business related subject, e.g. economics, mathematics or physics, achieving very good results. You have strong analytical and excellent people skills. You have already acquired practical knowledge in investment banking through previous work experience. You are a strong communicator and are fluent in English and preferably German or a further foreign language. You engage fully in tasks and stay calm in challenging situations.



ConocoPhillips (UK) Limited

Think of us as a launch pad

Graduate opportunities, Central London

Work in both a commercial and a finance/risk management role on our structured two-year rotational programme. It's the perfect way to launch a career in our Commercial business and decide on the kind of future you want to build.

You'll be joining the global trading arm of an energy company with operations in 30 countries. And even though we're a major worldwide business, our open, collaborative culture allows you all the space and support you need to show what you can do. We'll offer you a bright future wherever your ambitions lie. Particularly, as our programme includes support to gain further academic and professional qualifications, as well as on-the-job experience alongside experts in their field.

If you have, or are on target for, a 2:1 or better in any discipline, and you're highly analytical with a real flair for problem-solving and teamwork, you'll go far. To find out more and apply, visit www.conocophillips.co.uk/careers

Get off to a more invigorating start

You'll learn continually in our Commercial business. About cross-border collaboration. About buying and selling commodities. And about just how much you're capable of. We'll make sure of it with a two-year rotational programme that gives you exposure to both a commercial and a finance/risk management role.



Credit Suisse

Credit Suisse is one of the world leaders in global financial services, providing private banking, investment banking and asset management services to clients around the world.

Credit Suisse is active in over fifty countries, with a team of 47,000 people. We offer advisory services and comprehensive solutions to companies, institutions and high-net-worth individuals worldwide. Credit Suisse offers challenging professional opportunities, exceptional rewards and global development potential for people who are prepared to look at the world in a different way.

Our strength lies in our strong culture. Many people who join tell us they do so because of 'the people'.

Credit Suisse appeals to intelligent, outgoing personalities who want to work together in an atmosphere of co-operation and respect.

For a closer look at Credit Suisse – please visit www.credit-suisse.com/careers



Cushman & Wakefield

Cushman & Wakefield is the world's largest privately-held commercial real estate services firm. Founded in 1917, it has 231 offices in 58 countries and more than 13,000 employees.

We are in the unique position of being both a major global firm with access to contacts, resources and relationships world-wide, whilst being privately owned and benefiting from the freedom of decision-making that comes with that.

We enable clients around the world to maximise their returns from their real estate, using it as a competitive advantage to help drive their business forward. To achieve this we bring in the most talented professionals and give them the support and resources they need to make the difference to our clients.

At C&W your career can go as far as your ambitions. We want you to come on a journey with us, starting with a permanent contract on Day 1, attaining your professional qualification, and progressing right through to Partner level. We will provide you with a world-class structured development programme, giving you access to the right experience to develop as a rounded property professional, with subsequent opportunities to specialise into your chosen graduate career path, including traditional surveying routes or a separate property finance and investment pathway. We will provide you with every support to gain your RICS, RTPI, FSA or CIOB qualification.

Your qualification provides you with a launch pad to advance your career at Cushman & Wakefield. Post-qualification, we will continue to invest in you as a potential future Partner, and give you opportunities for international placements to further prepare you on your path to a leadership position within the firm. Our CEO came through our graduate programme, and you can anticipate that he and the UK Board will take a keen interest in your development and career with us.

For more information about our graduate recruitment, summer and business placement opportunities, please visit our website www.realtalentinproperty.com



DTZ

Who are we?

We aspire to be the best firm in the real estate industry for our clients, our staff, and our shareholders – where we choose to compete. We do this by putting our clients' interests first, working as one firm, delivering exceptional service to our clients and to each other and by hiring, developing and rewarding our top performers. We have an extended team of over 10,000 professionals operating through our global network across 43 countries. Our clients range from multinational companies, major financial institutions and governments to developers and investors throughout the world.

What are we looking for?

We welcome applicants from all degree backgrounds. Candidates wishing to become a Chartered Surveyor are ideally completing an RICS-accredited degree or conversion course. Our Consulting and Research teams are particularly interested in applicants with a sound academic record in geography or economics or those completing an RTPPI-accredited degree.

Our clients look to us for innovative solutions, that's why we seek versatile, committed individuals who combine clear thinking and commercial awareness with creativity and ambition. Our graduates are excellent communicators who are excited and inspired by the prospects of working within a global business.

What do we have to offer?

Whether you are interested in becoming a Chartered Surveyor or a Property Consultant, we offer our graduates a world-class professional development programme tailored to your career path. We are recruiting graduates for 2011 for DTZ's offices throughout the UK and North Asia. We also offer a global internship programme for those candidates who want to find out exactly what a career in property involves.



Ernst & Young

At Ernst & Young, we're interested in your innate strengths and abilities, not just what you're studying. We work with you to make the most of your talents. That way, you go further, faster and have a more enjoyable time getting there.

Ernst & Young is 144,000 people, in 700 locations across 140 countries around the world. We work with our clients on Assurance, Corporate Finance, Tax and Advisory to help them realise the potential in their business. Some of the biggest and best-known names in business and industry come to us for advice. Anticipating and meeting their needs is the most important thing we do. It takes ingenuity, creativity and hard work and our business thrives on the diversity of our people and their different abilities.

Our business is built around our UK and international clients. We were the first of the Big Four firms to integrate our business across 87 countries in Europe, the Middle East, India and Africa (EMEIA). We did it because that's how most of our clients are organised. This gives you the opportunity to work in the UK and EMEIA in borderless and expert teams. So from day one, you can expect to take on real business issues and start building relationships with clients.

We'll give you exceptional training, a dedicated counsellor and a senior mentor - and if you're studying for a professional qualification we'll offer all the support you need to succeed. The scale and scope of Ernst & Young means that the broadest range of careers is available – but the direction and drive will need to come from you.

We're looking for ambitious and inquisitive people who thrive on challenge and reward. We have graduate and undergraduate vacancies across the UK.

Find out more and apply at www.ey.com/uk/careers

E.A. Gibson Shipbrokers Ltd

Gibson is a market leader in the highly competitive, worldwide Shipbroking business.

We offer our clients a highly professional platform of global shipping solutions and provide the complete range of shipping services across major shipping sectors, both on spot or longer term projects. Gibson has office locations in London, Hong Kong, Shanghai, Singapore and Oslo, and has one of the world's largest tanker broking teams, working across the Crude Oil, Fuel and Clean Products markets.

Gibson's Specialised Tankers section is also a market leader in the topical Bio Fuels market, as well as Veg Oils, Lube, Chemicals and Clean & Dirty Products.

Our Dry Cargo teams focus on Iron Ore, Coal, Grain and other major bulk commodities. We are also a major force in the LPG, Petrochemical and LNG shipping along with a wealth of experience in the Product broking side of the Gas business.

The Sale & Purchase department is active in Newbuilding contracting, as well as Re-sale, Second-hand, and Demolition.

The Offshore section handles the Chartering and Sale & Purchase of specialist support vessels for Oil and Gas exploration, Telecommunications and niche markets, such as Marine Diamond Mining. We also have an enviable in-house Research team supporting clients with information, market analysis and acclaimed consulting services.

Gibson's portfolio, its international network and contacts, coupled with our brokers extensive knowledge and depth of market expertise gives us unrivalled international coverage and continuity, which puts us in a premier position worldwide.

To maintain our high level of client support into the future, we pursue an active training policy, encouraging trainees and junior brokers to develop their skills and knowledge alongside their senior colleagues. As well as this, Gibson realises the importance of experience and welcomes applications from established brokers as well as junior trainees. These principles are the result of many years of successful broking.

Gibson offers a variety of career opportunities for individuals wishing to work in the markets in which we specialise. That includes brokers, post fixture staff and other personnel. For more information, please contact Alex Auchterlonie in the HR department by email: recruitment@eagibson.co.uk or directly through the website: www.gibsons.co.uk



eFinancialCareers

eFinancialCareers is the web's leading career network for the financial services sector, covering more than just investment banking, but also insurance, consulting, real estate and risk,

amongst other specialisms. Renowned for the quality and range of our jobs we feature, eFinancialCareers position as market leader gives you access to the best jobs from both directly hiring employers and recruitment specialists in the financial sector. Our down-to-earth independent editorial team reports on the hiring market for financial professionals not just in the UK, but in every major financial centre worldwide, giving you the lowdown on where to expect opportunities to open up, and insights into the career paths, rewards and challenges you can expect as a financial professional.

Our Student Centre provides a real taste of what to expect for those who are new entrants to the industry. You'll find features on specific graduate recruitment schemes, internships and assessment centres, plus a plethora of guides and tools to help you get your head around this complex environment, from the A-Z of the Credit Crunch to videos featuring professionals already working in specific roles you might like to apply for. Regular features include competitions, real life interview questions, investment challenges that give you a chance to impress the recruitment teams of the world's leading investment banks and financial services firms, and Q&A sessions with the heads of recruitment at leading companies.

In order to prepare yourself fully for the gruelling applications process, we have got a range of numerical tests for you to try out your skills, as hard as anything you'll find at the banks, with an option to time yourself.

All of this is provided to students and jobseekers free of charge, in order to prepare you for your career in finance. Make the most of it!



FactSet

FactSet is a leading provider of financial and economic information and analytical tools to the financial investment community. Combining hundreds of databases into our own dedicated online service,

FactSet offers instant access to accurate financial data and analytics to thousands of global investment professionals.

FactSet recruits driven, creative graduates for our Software Engineering and Consulting departments. Consultants play a critical role in client relationships undertaking project work to optimise client workflows, visiting clients to provide on-site consultation and advice and providing creative solutions to clients' queries through telephone support and training clients on FactSet software. Software Engineers are focused on creating and maintaining financial applications and databases, as well as building the backend support that allows our systems to run effectively. Engineers are involved in all phases of software development – from architectural implantation to interface design to system performance.

We welcome ambitious, enthusiastic team players with proven ability to take initiative and find creative solutions. For Consulting we are looking for numerate Graduates from all backgrounds with outstanding client service skills and an interest in Finance. For Software Engineering we require a background in a Computer Science related discipline with OOP language experience and a passion for programming and problem solving.

Graduates are given immediate responsibility, working on exciting and challenging projects that deliver business solutions. We offer all employees exceptional ongoing training and career development, including sponsorship for professional qualifications, business and personal skills training. Commitment and innovation are encouraged and rewarded, with numerous opportunities for advancement. Most importantly, you'll get to work with a team of highly motivated, intelligent, fun people.

If you are looking for an opportunity where you can make a difference and constantly learn and develop new skills, find your career at FactSet, named one of the "UK's 50 Best Workplaces" in 2009 and 2010.



Fidelity Investment Managers

Fidelity Investment Managers are an Investment Management company. At Fidelity, it's our investment intelligence and our attention to detail that set us apart. We make considered judgements about

which organisations to invest in around the world, to benefit our clients. It's an approach that has made us the world's investment specialist. In fact, we manage assets worth over US\$215.9 billion* on behalf of clients including corporations, governments, charities, advisors, financial institutions and individuals around the globe.

To put it simply we invest money in equities, bonds, funds and now property companies on behalf of our clients. And by using our judgement, knowledge and market expertise, we aim to enable our clients' money to grow.

Join us and you'll discover that our business reflects the qualities of our people - intelligent, entrepreneurial, forward-thinking and self-reliant. You'll experience early responsibility and the freedom to develop your skills through a combination of practical experience and structured training.

Whatever part of our business you join, you'll be surprised at the opportunities you get to really make an impact on our business.

We have a range of opportunities available within Investment, Operations, European Sales & Marketing and Human Resources. Whichever area you decide on, you'll be given excellent on-the-job training, and all the responsibility and guidance you could hope for to make your career a success. Our training is designed to give you an excellent grounding in your chosen business area, and propel you towards a bright future.

So, discover your investment intelligence.

Apply now at www.fidelityinternational.jobs

**This figure reflects the assets of FIL Limited. Source: FIL Limited, as of 31/03/10. Data is unaudited. Issued by FIL Investments International, authorised and regulated in the UK by the Financial Services Authority.*



The Financial Services Authority

We see the full spectrum of finance in all its complexity at the Financial Services Authority (FSA). In today's financial climate, a robust regulatory stance is crucial. So whether we're working with banks, building societies and insurance companies or financial advisers, fund managers, mortgage brokers or intermediaries, we apply the same firm but fair standards. Ultimately, we're here to give a strong lead to the industry, ensure transparency in the system and maintain London's status as a world-leading global financial centre.

Whether we're taking a tough stance on regulation, raising awareness amongst consumers or safeguarding London's status as a leading global financial centre, we can promise you a degree of insight that simply isn't available elsewhere.

We're looking for graduates with the potential to develop and the talent to deliver across a range of disciplines.

In addition to a starting salary of £29,000 – and a signing on bonus of £2,500 you can look forward to a personally tailored flexible benefits package. So, however you want to experience finance, experience it here. Visit www.fsagraduates.com to find out more.

GALLUP **Gallup**

Gallup is different from most consulting firms. While other organisations provide services in traditional disciplines such as cost reduction, building or re-engineering processes and systems, or mergers and acquisitions, we help companies drive true organic growth - revenue and profit increase from continuing operations. Advances in economics, psychology and management sciences, along with our own research, have led our researchers to discover how organisations can grow through talented employees being engaged and able to engage their customers. Our consultants are trusted advisors to many of the world's leading companies. Our approach enables us to understand our clients' visions and strategies and thereby develop and implement individualised solutions.



The Goldman Sachs Group, Inc

The Goldman Sachs Group, Inc. is a leading global investment banking, securities and investment management firm that provides a wide range of financial services to a substantial and diversified client base that includes corporations, financial institutions, governments and high-net-worth individuals. Founded in 1869, the firm is headquartered in New York and maintains offices in London, Frankfurt, Tokyo, Hong Kong and other major financial centres around the world.

graduate-jobs.com graduate-jobs.com

graduate-jobs.com is dedicated to finding the best candidates from the best universities their dream graduate job. We have thousands of graduate jobs from both small & large graduate recruiters including IBM, Waitrose, MI5, KPMG and Bloomberg.

We are the UK's largest independent graduate job board - vacancies range across virtually every sector, including graduate sales, recruitment, media & banking. We also offer a personalised job finding service and a comprehensive advice section to help graduate job seekers find their ideal career path.

HILL DICKINSON Hill Dickinson

Hill Dickinson LLP is a leading and award-winning commercial law firm with more than 160 partners, 1100 people and offices in Liverpool, Manchester, London, Chester, Sheffield, Piraeus and Singapore. The firm offers a comprehensive range of legal services and invests strongly in their relationships, ensuring the organisations it represents benefit from a seamless and fully integrated service.

As a recognised leader in commercial property and employment law, Hill Dickinson won the North West Insider's Property Law Firm of the Year 2006 and 2009, as well as The Liverpool Law Society's Employment Team of the Year 2009. More recently Hill Dickinson was awarded National Law Firm of the Year at the Legal Business Awards 2010 (an award which the firm won in 2005) and in addition, Hill Dickinson's specialist energy projects team won the Award for Innovation at the National Combined Heat and Power Awards (CHPA) 2009.

Hill Dickinson is a major force in insurance and well respected in the company and commercial arena. The firm has a highly reputable commercial litigation practice and its marine expertise is internationally renowned. Hill Dickinson is also widely regarded as a leader in the fields of intellectual property, health services, NHS clinical/health-related litigation and private client advice. The firm's clients include multi-national companies, major corporations, UK plcs, insurance companies, UK and foreign banks and financial institutions as well as public sector organisations, private individuals and public and professional bodies.

Training Programme – Trainees spend periods of six months in one of the practice groups and will be given the chance to specialise in specific areas. You will be given the opportunity to learn and develop communication and presentation skills, legal research, drafting, interviewing and advising, negotiations and advocacy.

The closing date for Training contracts commencing in 2013 is 31st July 2011. Apply via our online form at www.hilldickinson.com which opens on 1st November 2010.

Vacation schemes – We will be running four 1 week schemes in 2011. Apply online by 31st January 2011.



HSBC Bank Plc

The HSBC Group is one of the largest banking and financial services organisations in the world, with 295,000+ employees serving customers in 88 countries and territories around the world. With well-established businesses in Europe, Asia-Pacific, the Americas, and the Middle East and

Africa, HSBC's unique combination of local knowledge and international expertise reflects its position as 'the world's local bank'.



IBM

Think IBM is just a technology company? Then think again.

In fact, we are an ideas company operating across diverse business streams including Consulting, Sales and Development, IT and Technology, embracing innovation at every turn. Working at IBM, you'll have the opportunity to change the way the world literally works.

Smart cities, smart banking, smart food, smart energy, smart retail, smart education – we are striving to make the planet smarter not only for our clients but for society as a whole. It's no wonder then that we've been voted the Target Graduate Employer of the year for 3 years in a row, and The Times IT Graduate Employer of Choice for the last 5 years.

Join us and you'll find yourself working for a company where you'll be challenged and stretched on a daily basis and where you'll get genuine responsibility from day one. We have a range of placement and graduate opportunities, we are looking for people from any degree background who are expecting a 2:1 and are energetic, adaptable, driven, good team players and have a passion for the area of work they are applying to.

Whether you want early contact with clients; to apply your university knowledge to the business world or want to work for a company that gives back to the community – you can do all this and more at IBM.



ICAP

ICAP is the world's premier interdealer broker, connecting buyers and seller in the world's financial markets. Fast-moving. Entrepreneurial. Meritocratic. It's an exciting business, a growing business, a hub of innovation. A place where talent and ambition thrive – and where each day brings another opportunity, another challenge, another chance to prove your potential.

We are a billion dollar company, with approximately 4,500 employees in 32 countries. We provide market-leading voice and electronic broking services to a huge variety of clients, including all the major investment and commercial banks. This means matching buyers and sellers in the wholesale markets for interest rates, credit, commodities, foreign exchange, equities, equity derivatives and shipping, in deals worth in excess of US\$1.4 trillion a day. We also offer a range of post trade and information services, providing data and helping organisations reduce operational and systemic risk in their markets.

We have a range of full-time and internship opportunities in Broking, Accounting, Business Services, Human Resources, Post Trade Risk Services, Research and Risk. Our full-time programmes provide the training and support you need to make an early impact and progress quickly in your career. Our structured internships and placements allow you to experience our business and culture first hand as an active member of our team.

All opportunities call for proactive self-starters with a keen interest in working in global financial markets. They also call for strong, resilient, well-balanced personalities. We are an extraordinarily ambitious organisation that thrives on innovative and entrepreneurial thinking.

We're looking for quick thinkers who have belief in their own ability, and who are comfortable adapting to change. We're looking for ambitious characters with a strong desire to succeed, as well as the determination to achieve. And we're looking for outgoing people who enjoy building productive working relationships, with people from a variety of different backgrounds.

To find out more about ICAP, our global range of opportunities, the kind of people we're looking for, and to apply, visit www.icap.com/careers



Inside Careers

Inside Careers provides the highest quality graduate career information and jobs in the areas of Finance, Business, Consultancy, Engineering & IT.

Working with leading professional bodies Inside Careers bring you the most in depth information to help you get the job you want. Our services include:

- Specialist careers advice for each profession
- A-Z of Employers
- Graduate Jobs and Work Experience Positions
- Deadlines Calendar

Go online to discover all we offer and sign up to our E-Alert service to get the latest jobs and deadline reminders straight to your inbox.

For the latest jobs and professional advice go online to www.insidecareers.co.uk



**JONES LANG
LASALLE®**

Real value in a changing world

Jones Lang LaSalle

Jones Lang LaSalle is a financial and professional services firm specialising in real estate services and investment management. We have c36,600 employees in 750 locations in 60 countries.

We are in business to create and deliver real value for clients, shareholders and our people in a complex, constantly changing world.

We serve the local, regional and global real estate needs of our clients, growing our company in the process. We attract, develop and reward the best, and most diverse, people in our industry, challenging them to develop enduring client relationships built on quality service, collaboration and trust.

Your development

Our dedicated Training & Development Manager will be on-hand to support you from the moment you apply, throughout your training and after qualification.

Your bespoke training begins with an intensive two-week induction; developed and run by the business to help you integrate quickly and effectively.

Our APC training will give you all the technical, business and professional skills you need to build a successful career in property. For over 10 years we have had a 90-100 per cent first-time pass rate.

We are looking for

We welcome applicants from a variety of backgrounds. Relationship building and strong communication skills are integral to our success. Our people are known for their collaborative spirit, ethics and a culture for achieving real value and results for clients.

Applications

You can apply online at www.joneslanglasalle.co.uk/graduates (1 September - 1 December 2010). We make key recruitment dates available to you in advance so that you can plan around your current commitments and we keep our promise to let you know your application's progress by each deadline we set.

Graduate Schemes

RICS: Commercial Practice; Building Surveying; Quantity Surveying pathways to become a Chartered Surveyor

RTPI: To become a Planning Consultant

For more details go to www.joneslanglasalle.co.uk/graduates



Knight Frank LLP

Founded in London more than a century ago, Knight Frank has grown to become the world's largest privately owned global property agency and consultancy. Today we are widely regarded throughout the world as the firm of choice for high quality commercial and residential property.

Operating as a Limited Liability Partnership, the firm's 59 Proprietary Partners are free to run the business in such a way that has led to sustained success and a corporate culture that helps us recruit and retain the best people.

Our Graduates are the life blood of our business and we offer opportunities in both our Commercial and Residential divisions. We place great emphasis on recruiting the very best that each year has to offer, ensuring our graduates receive the best possible training and development in order to continue providing exceptional service to our clients.

We look for self-starters, whose application can show they have built up business sense, good communication skills and the personality to build effective business relationships.

Applications for the Graduate scheme open on 4th October 2010 and close on 10th December 2010, with interviews occurring in early January 2010. All applications must be made via the website at www.knightfrank.com/graduates



KPMG

At KPMG, the people make the place. The fact that we've consistently been named in the Top 10 Sunday Times 'Best Big Company to Work For,' speaks for itself.

What's more, our firm is growing. Since a number of European firms merged, forming KPMG Europe LLP, we've become the largest fully-integrated accountancy firm in Europe, offering Audit, Tax and Advisory services to all types of clients.

But it's not just what we do that's important. It's the way we do it. Our values are a way of life here, underpinning the way we work with clients and each other.

So what can you look forward to at KPMG? Client exposure from day one. Challenging projects. And if studying for a professional qualification, there's a fantastic support network; including a mentor, and generous study leave.

Despite a strong focus on gaining qualifications, it's not all work and no play. From flexible work and CSR days to sabbaticals and free lunches, KPMG's a great place to start your career.

We have vacancies available nationwide for all business areas. These include Audit, Tax, Advisory and Business Services Programmes. Along with graduate programmes, we also offer undergraduate programmes, which aim to give you a taste of what working in business is really like. They'll provide you with the unique chance to develop yourself while learning more about what you want from your future career. These include Vacation programmes, One Year Business Placements and First Year programmes.

To find out more and apply, visit www.kpmg.co.uk/careers



Legal and General

Legal & General is one of the best known and most highly respected financial services companies in the UK.

Our aim is to deliver value for money products and services, backed by consistently strong investment performance, sound financial advice and excellent service.

We have over 7 million customers and, as of 31 December 2009, we were responsible for managing assets worth £334 billion. We are one of the UK's top assurance companies for financial strength.

We recruit, by the middle of March, a limited number of graduates each year in order to meet our demands for actuarial students. This policy means that all of our new actuarial trainees have specific responsibilities from the moment they join company.

Our office in Kingswood is in the heart of the Surrey countryside, but central London is only a 45 minute train journey from the station, which is a 10 minute walk from the office. The site has excellent sporting facilities (including football and cricket pitches, tennis courts, swimming pool and sports hall) and a staff restaurant. There are a number of local towns within a few miles offering an excellent range of affordable accommodation. Legal & General is an equal opportunities employer.

The logo for Lloyd's consists of the word "LLOYD'S" in a bold, white, serif font, centered within a solid black rectangular background.

Lloyd's

Lloyd's is a unique organisation. We have a proud history that stretches back over 300 years. What's more, we are a name that's known and trusted by businesses and financial institutions the world over.

Firstly, we are not an insurance company; instead, we are an insurance market. More accurately, we are the world's leading specialist insurance market. Individuals and businesses all over the globe come to us to find insurance against complex and challenging risks, such as hurricanes, terrorism and cyber-crime. In our time we have even insured football clubs, hollywood films and celebrity body parts.

Graduates will tackle three to four projects and placements in both the Corporation and the market (the two distinct parts of Lloyd's), spending up to six months in each. So, in total, the programme will last 18 months.

Placements within the Corporation will give graduates a panoramic view of Lloyd's as a whole, and offer insights into many different areas. Time spent in the market, meanwhile, will give them a good understanding about how underwriting actually works, open their eyes to the different cultures of the managing agents, and give them a taste of the pace and energy with which business is conducted there.



Macquarie Group

Macquarie Group (Macquarie) is a global provider of banking, financial, advisory, investment and funds management services. Macquarie's main business focus is making returns by providing a diversified range of services to clients. Around the world, we act on behalf of a range of institutional, corporate and retail clients and counterparties. Founded in 1969, Macquarie operates in 28 countries and employs more than 14,600 people. We focus on areas of business where our particular skills and expertise deliver real benefits to clients and investors.

Macquarie's success is driven by entrepreneurial energy, the commitment of our people and a robust risk management framework. The Group's commitment to being a good corporate citizen is underpinned by our policies, goals and values.

Macquarie has been active in Europe since the late 1980s. Our European head office is in London with further teams in Austria, France, Germany, Ireland, Luxembourg, Netherlands, Russia, Sweden and Switzerland. Our European activities are complemented by the resources of Macquarie's international network.

Macquarie Group Limited is listed in Australia (ASX:MQG) and is regulated by APRA, the Australian banking regulator, as the owner of Macquarie Bank Limited, an authorised deposit taker. Macquarie also owns a bank in the UK, Macquarie Bank International, which is regulated by the FSA. Macquarie's activities are subject to regulation by over 100 agencies around the world.

MERCER



Mercer

Mercer is a leading global provider of consulting, outsourcing and investment services, with more than 25,000 clients worldwide. Mercer consultants help clients design and manage health, retirement and other benefits and optimize human capital. The firm also provides customized administration, technology and total benefit outsourcing solutions. Mercer's investment services include global leadership in investment consulting and multimanager investment management.

Mercer's global network of more than 18,900 employees, based in over 40 countries, helps ensure integrated, worldwide solutions. Our consultants work with clients to develop solutions that address global and country-specific challenges and opportunities. Mercer is experienced in assisting both major and growing, midsize companies.

We offer a wide range of roles throughout the UK. These include Actuarial Trainee, Investment Analyst & Rewards Analyst at both a graduate and internship level.

Our Actuarial trainee's work with a diverse range of clients, advising on the design, funding, administration and communication of all types of retirement plans and helping our clients manage a variety of benefit plan related risks.

Investment analysts at Mercer perform a key role in helping to provide all aspects of investment advice to a wide range of clients. As an analyst you will work as part of a team supporting more experienced analysts and consultants. As you develop you will take on more responsibility, both in terms of client work and developing/mentoring analysts within the team.

Reward analysts undertake research and analysis into issues affecting business profitability, including compensation (salaries, incentives, pensions, benefits) and business performance (sales, profits, returns, market value).



MUFG

Mitsubishi UFJ Securities
International plc

Mitsubishi UFJ Securities

MUSI Graduate & Internship Opportunities – 2011

Not all Graduate and Intern opportunities are the same. Mitsubishi UFJ Securities International (MUSI) will offer you a unique opportunity to get involved and make a difference from your very first day.

MUSI is the European hub of Mitsubishi UFJ Securities Holdings Co. Ltd. (MUSHD), which is part of the Mitsubishi UFJ Financial Group (MUFG), one of the largest financial institutions in the world. MUSI is headquartered in the City of London and is active throughout the international capital markets, focusing on debt, equity, derivatives and structured products.

Following a record-breaking year in 2009 and with strong results during the year 2010 to date MUSI is well positioned in the market and attracts high-profile deals. Because of our size we are able to offer a boutique client experience whilst having the strength and support of a large group.

We are dedicated to giving our Graduate and Intern recruits all of the support they require to excel in their chosen career. You will be provided with:

- tailored training programmes
- early responsibility and exposure to our business
- the opportunity to make valuable contributions from your very first day

Because we are looking for a relatively small number of talented graduates and interns, you won't get lost in a large trainee intake. You'll feel involved and be an integral part of our team from the start.

To apply to our Graduate and Intern programmes please go to www.musigraduates.com for more information.

Morgan Stanley

Morgan Stanley

Morgan Stanley is a leading global financial services firm providing a wide range of investment banking, securities, investment management and wealth management services. The Firm's employees serve clients worldwide including corporations, governments, institutions and individuals from more than 1,300 offices in 42 countries. For further information about Morgan Stanley, please visit www.morganstanley.com



Part of The Capita Group Plc

NB Real Estate

NB Real Estate is a company with space on the brain. One of the country's leading property consultancies, we constantly seek new and different ways of using space in order to add to its value or reduce the cost of owning or occupying it. To do this requires people who are innovative, who have a lateral approach to problem-solving, and who think in original ways.

This year NB Real Estate was acquired by Capita Symonds, part of the Capita Group, a FTSE 100 company. Now, we offer a total, end-to-end cycle of services for real estate owners and investors: from planning and design, through construction and project management to property management, FM and asset management. We also lease, acquire and sell property on behalf of our clients, and our services are delivered world wide through our network of international offices and partner firms.

You may have heard of some of our clients. They include Boots, AXA REIM, Royal London, Henderson, Co-operative Insurance Society, Royal Mail and Sainsbury's. Or you may be familiar with some of the development projects we've been involved with, such as Wembley Stadium, Disneyland - Paris, Wales Millennium Centre, the Millau Bridge - France and Raffles City - Bahrain. As you can imagine, clients of this calibre want a service that's anything but pedestrian.

We're looking for recruits who can think about space. Individuals with imagination, who aren't afraid of being unconventional. In other words, younger versions of ourselves.

NOMURA

Nomura

Nomura is a leading financial services group and the pre-eminent independent investment bank with worldwide reach. Backed by a strong balance sheet, we offer unrivalled asset raising abilities and have a proven record of delivering value for our clients.

We offer a broad range of innovative services tailored to the specific requirements of individual, institutional, corporate and government clients. In many cases our pioneering spirit creates new and differentiated solutions, but always with the reassurance that this is underpinned by a global intelligence network, knowledge and depth of experience in the financial markets.



The Royal Bank of Scotland Group Graduate & Intern Careers

UK, Ireland, Continental Europe, Asia Pacific and the US
Right Place. Right Time.

This is an exciting time to join RBS. Graduates and interns who do, will find themselves at the centre of our regeneration, redefining RBS and delivering solutions that will shape not only our business, but the future of banking. With a commitment to giving career-building responsibility from day one, you'll influence the strategic decisions we make going forward. To achieve the extraordinary, and to seize the opportunities at the heart of an organisation that is poised for transformation.

With over 30 graduate programmes including: Business & Commercial Banking; Business Services Leadership; Chief Operating Office; Corporate Institutional Banking; GBM Operations; GBM Technology; Global Banking & Markets; Global Restructuring Group; Global Transaction Services; Group Communications; Security & Risk; Group Sourcing & Vendor Management; Group Technology Services; Marketing & Innovation; Private Banking & Advice; RBS Finance; RBS Risk; Retail Business Leadership; Ulster Bank Group and Wealth Management there's something for everyone, whatever degree discipline and career aspiration.

We also offer a number of intern programmes which are a great way to gain valuable work experience, technical training and could help you secure a place on our graduate programme in the future. For penultimate year students, we offer ten week summer internships, and in Continental Europe we have six month internships throughout the year. For students in their first year, we also have an Easter Insight programme.

Our world class development programme gives you the opportunity to develop your key business skills under the guidance of your 'buddy' and 'mentor', network with senior managers across the business, and track your performance to help build your career path. You will also have the opportunity to study for professional qualifications.

The place is here. The time is now. For more information on our graduate and interns programmes and to apply on line please visit www.makeitrbs.com

REDINGTON Redington

Founded in 2006, Redington is an independent Investment Consultancy providing innovative, clear, cutting-edge advice to institutional investors. We are dynamic 'fusion-consultants', combining over 185 years of collective hands-on capital markets and investment banking experience with traditional quantitative actuarial analysis to provide clients with innovative and practicable solutions.

Redington is different because it approaches the business of investment consulting with the perspective of both banker and actuary. Clients call our approach 'pioneering' because we give advice that mixes the deep analysis a client could expect from a world class actuary with the practicality that only years spent in banking and asset management can bring to the mix. We have no templates for advice, so our clients receive entirely bespoke solutions that are often innovative, when the situation calls for it, and always practicable considering the specific business, investment, funding and risk management needs of the client.

From the outset you will need to be able to interact closely with a range of professionals: pension scheme trustees, corporate senior management, investment bankers, investment consultants, asset managers, accountants, lawyers and many others. You will find yourself challenged daily and contributing to client solutions right from the start and have. You will have the satisfaction of seeing your contribution have a measurable impact on the firm.

We offer graduates comprehensive on the job training and support continuous professional development. To ensure you stay on track, we provide each employee with a Redington Mentor, who offers guidance and advice throughout your career. We offer market leading compensation packages that are comprised of an annual base salary and discretionary bonus as well as a competitive benefits package.

We are looking for enthusiastic graduates with excellent interpersonal and analytical skills to join our fast growing team of 50 within our Market Research, Asset and Liability Management and Investment Consultancy teams. If you believe you have the skills required to join us as an Analyst, come meet some of our team at the Redington Stand today.



ROTHSCHILD

Rothschild

Rothschild is a top tier international investment bank with offices in cities globally. It has approximately 3,000 employees worldwide and more advisory bankers than any of its competitors.

Rothschild's principal activities are divided into Investment Banking (corporate finance advice covering M&A, debt advisory, restructuring and equity advisory), Private Banking, Merchant Banking and Banking. In all these areas Rothschild is the trusted advisor to its clients.

Our graduate and internship opportunities are currently available in Investment Banking where we are a market leading corporate finance advisor, providing objective relationship-based advice and services to our clients worldwide. Our long term perspective and approach generates significant repeat business from long standing and new clients, and means Rothschild is consistently ranked first in the UK and Europe by number of deals.



RBC Capital Markets (Royal Bank of Canada)

RBC Capital Markets is a premier investment bank, which provides a focused set of products and services to institutions, corporations, governments and high net worth clients in over 100 countries. We are the corporate and investment banking arm of Royal Bank of Canada.

We understand that the first steps in any banking career are critical ones. With that in mind, we have the right formula to provide you with the career opportunities and professional development you need to turn those first steps into a rewarding career.

You'll enjoy the distinction of working at a bank with an enviable financial track record, credit rating and reputation. In fact, we are one of only five AAA rated bank holding companies in the world.

Working at one of the world's leading investment banks means you benefit from the breadth of opportunity, depth of resources, and quality of training that comes from our size, experience and strength. It also gives you the chance to work regularly with world-class clients and colleagues.

In short, we provide the essential ingredients to get your career off to a great start.

Opportunities are available for 2011 in the following programmes:

- Global Markets
- Global Investment Banking
- Middle Office
- Information Technology
- Operations

For further details of our programmes and how to apply, please visit our website:
www.rbccm.com/careers

Our business is built on the outstanding service provided to our customers, as well as the award-winning products we have to offer.



RSA

With a 300 year heritage, RSA is one of the world's leading multinational quoted insurance groups. It's roots go back to the 7th of April 1710 when the Sun Fire Office was founded, believed to be one of the oldest insurers in the world.

It has the capability to write business in over 130 countries and major operations in the UK, Scandinavia, Canada, Ireland, Asia and the Middle East, Latin America and Central and Eastern Europe. Focusing on general insurance, it has around 23,000 employees and, in 2009, its net written premiums were £6.7bn.

Within the UK, RSA is the second largest commercial lines insurer, covering the insurance and risk management needs of a significant number of FTSE 100 companies. It has a full multi-distribution capability, writing business through brokers and corporate partners, direct and online. RSA is also one of the UK's top four personal motor and household insurers.

In December 2006, RSA became the first insurer in the UK to be carbon neutral. The company has cut its carbon footprint by half since 2000 and has offset the remainder by purchasing voluntary carbon reductions.



Santander

We are looking for exceptional people to deliver this service, face-to-face in our branches as well as over the phone. We are also looking for experienced professionals to join us in specialist roles around the country.

Wherever you join our business, you can be sure of flexible benefits and rewards, a healthy work/life balance and the chance to work with great colleagues.



Savills

Savills is a truly global business with more than 180 offices and associates across the world in Europe, the Americas, Asia Pacific, Africa and the Middle East.

We have over 3,000 staff in the UK, and over 15,000 worldwide, providing all our trainees with excellent scope for international experience as their careers develop.

The size and breadth of Savills' services means you have the flexibility to carve out the career path you want. You rotate up to six times in different departments – even between the different business sectors. You can start on one APC pathway and change in your second year, so you don't need to know exactly what you want to do when you join us.

If you have an interest in property there is something at Savills for you, either on the agency or professional side, in areas such as investment, capital markets, development, regeneration, planning, residential, property management, building surveying, commercial, housing consultancy and many more.

Savills Real Estate offer Graduate Surveyor to excellent candidates determined to become members of RICS. We offer Building Surveying, Commercial Surveying, Residential, Rural and Planning and Development pathways and provide permanent contracts and full training for your qualification.

Savills is a true meritocracy and this is witnessed by those who have completed work experience with us who may have found themselves sitting in an open plan office next to the Chairman or a member of the board during the course of the working day. No one at Savills has a private office meaning as a graduate you are surrounded by professional and more experienced team members daily who you can learn a lot from. Individuals are rewarded for their achievements and we are looking for bold graduates with an entrepreneurial flair. As you will see from our website: www.savills.co.uk/Recruitment

Savills graduates are given as much responsibility as they can handle from the start, making their impact on some of the world's most high-profile property deals and developments.

Over 50 per cent of our graduate vacancies are for offices outside of London, which is something to consider when you apply. We have some large offices around the UK doing high-profile and important work in some fantastic cities with a lot to offer the young professional, eg Manchester, Leeds, Bristol, Birmingham, Oxford, Cambridge, Southampton, Wimborne, Exeter, Edinburgh, Glasgow and Cardiff.



Standard Bank

Standard Bank

**Global Markets, Investment Banking, Private Banking, IT,
Risk and Operations Graduate Programmes – London**

As a successful global investment bank, at Standard Bank we create connections that enable us to develop groundbreaking transactions in global emerging markets. Connections like joining forces with the Industrial and Commercial Bank of China (ICBC) to fund the Morupule B power station and enhance millions of lives in Botswana.

Building on our strong African roots, we're a global business with a presence in 17 African countries and 16 more around the world. Our focus on emerging markets in Africa, South East Asia, Eastern Europe and Latin America means we're involved in the kind of transactions that many other banks often don't consider. It's a strategy that helped us be voted Best Investment Bank from Africa at the Banker Awards 2009.

At our London office, we offer a variety of graduate programmes, covering Global Markets, Investment Banking, Private Banking, IT, Risk and Operations. Whatever programme you join, you'll gain wide exposure to different parts of our business, working in cross-border teams to deliver innovative client solutions. In short, you'll enjoy the kind of experiences and challenges you simply won't find anywhere else. To find out more, go to www.standardbank.com/graduates



Standard Chartered

Standard Chartered PLC, listed on both London and Hong Kong stock exchanges, ranks among the top 25 companies in the FTSE-100 by market capitalisation. The London-headquartered Group has operated for over 150 years in some of the world's most dynamic

markets, leading the way in Asia, Africa and the Middle East. Its income and profits have more than doubled over the last five years primarily as a result of organic growth.

Standard Chartered aspires to be the best international bank for its customers across its markets. The Group earns around 90 per cent of its income and profits in Asia, Africa and the Middle East, from its Wholesale and Consumer Banking businesses. The Group has over 1600 branches and outlets located in over 70 countries.

Our International Graduate programme consists of:

- Series of rotations offering you the best start in your career
- Support network – Business Sponsors, Buddies, Line Managers and your own Graduate Programme Manager
- An opportunity to meet other International Graduates from around the world and begin building your own network
- Technical and financial training from some of the best instructors in the industry
- A chance to learn Mandarin or become a 'language buddy'
- A truly global career

Once on our programme you'll be developed into talented managers, who can help us achieve our aim of becoming the world's number one international bank.

Whichever business function you choose, you will join a structured and tailored programme consisting of rotations that will develop your leadership skills and technical knowledge. You will be stretched, given responsibility for your own learning and have the opportunity to network and learn from the best.

Please visit our website for detailed information on all our graduate programmes and on how to apply www.standardchartered.com/careers



STATE STREET

State Street

Founded as a bank in 1792 in Boston, Massachusetts, State Street today offers a broad and flexible product line, leading-edge technology, and over 27,000 employees focused on providing our

clients with state-of-the-art service, anywhere, in any currency. With \$19.0 trillion in assets under custody and administration and \$1.9 trillion in assets under management, we have the focus, experience and technology to support the daily needs of our customers and the beneficiaries and shareholders they represent.

Graduate opportunities

At State Street we recruit graduates of the highest calibre who thrive on being part of a committed and enthusiastic team. Graduates will work in a fast-paced, stimulating environment and will have access to a variety of work/life offerings that encourage employees to fulfil both their professional and personal goals.

We offer graduates attractive terms and conditions, a competitive remuneration package, training and development and opportunities for career progression. To find out more please visit our career website at www.statestreet.com/careers



Stemcor

Stemcor is the world's largest independent steel trader and was ranked 3rd in the 2009 Sunday Times 'Top Track 100' league table of the UK's largest privately-owned companies. Stemcor's principal

business is the trading and distribution of steel and steelmaking raw materials; Stemcor serves as an intermediary between steel producers and purchasers, matching exact consumer needs in terms of quality, specifications, price and delivery. We trade a wide range of long, flat, tubular and semi-finished steel products along with raw materials such as iron ore, coal, coke and ferro alloys.

We employ around 1400 people in 80 offices across the world, trading 20 million tonnes of steel and raw materials per annum, with a turnover of over £6bn (2008).

Our Trainee Traders learn through an apprenticeship style model of working, which aims to create the future 'star' traders and leaders of our business. Trainees learn about all aspects of international trade from negotiation and contracts through to shipping and finance.

The Trainees learn primarily by working alongside experienced Traders, helping them with their execution of trade. Traders are expected to manage all aspects of international steel trading business, including:

- identifying potential sources, customers, markets and products
- enhancing existing and new relationships
- purchasing from suppliers, and selling to customers at best prices and commercial conditions to minimise risk and maximise returns.

We also provide introductory workshops on all aspects of the trading process and our business, alongside formal training on our bespoke trading system.



TARGETjobs. Essential nutrition for your career.

targetjobs.co.uk is hands-down the tastiest graduate jobsite in the UK. We've got over 65,000 graduate opportunities (including permanent positions, internships and other work experience options) across all major career sectors. Not to mention over 500 in-depth employer profiles. We've also got over 20,000 articles on every aspect of the job-hunting process, plus tons of useful careers features, such as free psychometric tests and downloadable CVs.

And if you stop by our stand and register with targetjobs.co.uk, we'll send the most relevant content from our site to your inbox. If you're interested in engineering, for instance, you'll have the option of receiving engineering job alerts, the latest announcements from employers in your sector and a monthly newsletter based solely on engineering. And that's just for starters.

P.S. While you're at our TARGETjobs stand, don't forget to pick-up free copies of our award-winning print publications!



THOMSON REUTERS

Thomson Reuters

Challenge yourself with this accelerated program for fast-track career growth and global experiences.

The Business Graduate Program, a high-profile two-year program, offers development opportunities through a variety of challenging assignments in different parts of the business and the world.

The program typically involves three different rotations that offer a mix of sales and customer-facing roles, as well as corporate and strategic positions. You will work in different parts of the organization to gain an understanding of the business and your different areas of interest.

Your career development is a key focus for the Business Graduate Program. You will have the opportunity to take financial certifications, career development workshops, work with a mentor and receive on-the-job training.

Most roles involve significant interaction with individuals based across multiple time zones and geographies. Our global setting broadens cultural perspectives and offers unique skill development.

TOWERS WATSON



Towers Watson

Towers Perrin and Watson Wyatt have come together as Towers Watson, a global company with a common set of values and a singular focus: our clients. We bring together professionals from around the world — experts in their areas of specialty — to deliver the perspectives that give our clients a clear path forward. We offer Graduates and Interns career opportunities in the areas of Benefits, Risk and Financial Services (Investment and Risk Consulting and Software) and Talent and Rewards.

We need talented and flexible individuals from all backgrounds who meet our entry criteria: A' level mathematics (or a numerate degree) and on track for a second class degree.

The consulting industry offers unrivalled career opportunities for students and recent graduates. At Towers Watson your skills will be developed through training and mentoring while you solve the issues of some of the world's best known and most complex organisations.

To find out more or to apply, please visit our website: www.towerswatson.com/careers

Turner & Townsend Plc

Turner & Townsend offers a structured graduate development programme that combines formal training with practical experience.

- Skills Development and Training
- Comprehensive 2 year APC Training Programme
- Coaching and Mentoring
- Appraisal and Career Development
- Work Experience

Career progression

Our CEO joined the company as a graduate in 1989. He was made an Associate at 26 and a Director at 28. After a spell as Managing Director of Cost Management and Managing Director of International he was promoted to his present position at 43.

We give our graduates all the support, training, incentives, promotions and rewards to help them realise their full potential. We want you to be the best, because we want to be the best.

Year out

In addition to our Graduate vacancies, we also offer a small number of 12 month placements for undergraduates seeking work experience as part of their Degree course. Your placement is the first stage of your career with Turner & Townsend, and we expect the same skills and abilities as we do for our graduate intake, with a similar selection process.

Work placements

A limited number of work placement undergraduates are taken on each summer, for paid experience over an 8-10 week period. Typically this will run from July to September of each year.

One key difference between us and most of our competitors is that we offer a range of services that covers every aspect of both project delivery and business improvement.

We see those two broad areas as being interlinked, so we have been among the first to develop management consultancy services that complement our construction management expertise. Not for the first time, we believe we are taking a lead into a more comprehensive, integrated and intelligent approach to construction and management consultancy. This means that we can offer a much broader spectrum of graduate career opportunities than many consultancies.

CAREER OPTIONS

Cost management

Our Cost Management services are designed to give clients the highest degree of cost predictability and control from project inception right through to completion. We are one of the most innovative and progressive Cost Management consultancies in the business, and we consistently lead the way in the development of new cost modeling and management techniques, partnering, knowledge capture and information sharing.

- Strategic Cost Planning
- Overall Financial Planning
- Procurement & Contract Management
- Cost Management
- Project Monitoring
- Cost Engineering
- Life Cycle Planning

Project management

Turner & Townsend is currently the biggest employer of Project Managers in the UK. We provide a growing range of services that support the successful delivery of any capital investment project to the highest standards of quality, efficiency and value. On many complex projects this requires high levels of expertise and experience in many disciplines, but our approach to every project is essentially very simple – we take responsibility for its success.

- Project Management
- Project Controls
- Programme Management
- ICT Consultancy
- Property Services
- Facilities Management
- PPP/PFI Consultancy

Management consultancy

In an increasingly competitive world, every organisation must always be prepared to change and improve the way they operate. Change can be stimulated in many ways – by a move to new premises, the launch of a new product or service, a merger or acquisition, the introduction of new IT systems or working practices, the imposition of new regulations or standards.

Turner & Townsend offers clients the expertise to control the uncertainties inherent in change, and to capitalise fully on the opportunities it offers. We can help plan and implement change at every level from strategic business re-engineering to the specialist demands of Health & Safety or Environmental compliance, and we offer all these services either separately or in conjunction with any other areas of our expertise that will enable our clients to gain maximum advantage.

- Programme Management
- Change Management
- Performance Improvement
- Strategy & Planning



UBS

UBS draws on its 150-year heritage to serve private, institutional and corporate clients worldwide, as well as retail clients in Switzerland.

We combine our wealth management, investment banking and asset management businesses with our Swiss operations to deliver superior financial solutions and manage CHF 2.2 trillion in invested assets. Headquartered in Zurich and Basel, Switzerland, UBS has offices in more than 50 countries, including all major financial centers, and employs approximately 64,000 people. Under Swiss company law, UBS is organized as an Aktiengesellschaft, a corporation that has issued shares of common stock to investors. UBS AG is the parent company of the UBS Group (Group). The operational structure of the Group comprises the Corporate Center and four business divisions: Wealth Management & Swiss Bank, Wealth Management Americas, Global Asset Management and the Investment Bank.



Utilyx

Utilyx is an energetic, enterprising and commercial organisation with an intellectually demanding culture, we employ the best and the brightest in the UK energy sector.

Finding the right people for our business is a top priority for us and we ask that you have the drive, determination and capability to achieve exceptional results for our clients.

Energy and climate change are now firmly at the top of the corporate agenda and Utilyx provides expert advice and transaction services to many of the UK's largest organisations and consumers of energy, helping them to take commercial advantage in this dynamic sector. We work closely with independent energy generators providing strategic advice, planning and project management to facilitate additional capacity in the UK renewable energy sector.

We are at the forefront of providing energy and carbon advisory, risk management, investment and transaction management services to a large and diversified client base that includes corporations, government bodies and electricity developers. We are regulated and authorised by the FSA and have a reputation in the sector for offering innovative solutions.



Zurich

We aspire to become the leading global insurance group in our chosen general and life insurance markets, consistently delivering top-tier results for shareholders. By so doing, we will create strong relationships with our customers, agents and brokers and provide rewarding opportunities for our employees. Our headquarters are in Zurich, Switzerland, and we employ approximately 55,000 people serving customers in more than 150 countries. Founded in 1872, we have looked forward and outward since our very earliest days, when we were the first insurer in Switzerland to offer global insurance programs. Over the years, we have spread our reach and now have a global network of subsidiaries and offices in North America, Europe, Asia Pacific, Latin America and other markets.