Job Title: Analyst

Job ID: 5399859; [www.wellsfargojobs.com](http://www.wellsfargojobs.com), search by Job ID

Location: New York, NY

Full Time

Job Description:

At Wells Fargo, we have one goal: to satisfy our customers’ financial needs and help them achieve their dreams. We’re looking for talented people who will put our customers at the center of everything we do. Join our diverse and inclusive team where you’ll feel valued and inspired to contribute your unique skills and experience.

Help us build a better Wells Fargo. It all begins with outstanding talent. It all begins with you.

Wholesale Banking provides financial solutions to businesses across the United States and globally. Our nine major business lines include Business Banking, Middle Market Banking, Government and Institutional Banking, Corporate Banking, Commercial Real Estate, Financial Institutions Group, Wells Fargo Commercial Capital, Wells Fargo Securities, and the Investment Portfolio. We also have groups in credit risk, group risk, finance, marketing, human relations, and the Wholesale Chief Operating Office that support our businesses.

Government and Institutional Banking (GIB): Unique to the industry, GIB brings together Capital Markets and Commercial Banking solutions for the government, education, tax-exempt and nonprofit healthcare sectors into one team, offering an integrated approach that centers our business around the needs of our client. We take great pride in approaching each relationship individually, as one team, leveraging the resources of Wells Fargo to create the most value for our client.

The role, which is on the Investment Banking team within GIB Capital Markets, will assume significant responsibilities that may include: partnering closely with senior investment bankers on client presentation materials, responding to requests for proposals, building and analyzing municipal financial structures and recommending potential financing opportunities.

In addition, partnership with the following teams within GIB Capital Markets may include:

•Derivatives Marketing - Partners closely with derivative marketing team on client presentation materials, responding to requests for proposals and recommending potential derivative solutions;

•Syndicate - Coordinates with Investment Banking, Sales and Trading teams to execute negotiated and competitive transactions for issuer clients;

•Trading - Provides analytical support to senior traders, utilizes risk-management tools to monitor trading positions and manage risk, generates daily P&L and risk management reports;

•Institutional Sales - Partners closely with a senior sales specialist to create and sustain institutional customer relationships by providing value in the primary and secondary markets.

Team members support our focus on building strong customer relationships balanced with a strong risk mitigating and compliance-driven culture which firmly establishes those disciplines as critical to the success of our customers and company. They are accountable for execution of all applicable risk programs (Credit, Market, Financial Crimes, Operational, Regulatory Compliance), which includes effectively following, and adhering to and if applicable Wells Fargo policies and procedures, appropriately fulfilling risk and compliance obligations, timely and effective escalation and remediation of issues, and making sound risk decisions. There is emphasis on proactive monitoring, governance, risk identification and escalation, as well as making sound risk decisions commensurate with the business unit’s risk appetite and all risk and compliance program requirements.

**Required Qualifications:**

•1+ year of financial services industry experience; or a BS/BA degree or higher obtained prior to program start date

**Desired Qualifications:**

•Strong analytical skills with high attention to detail and accuracy

•Excellent verbal, written, and interpersonal communication skills

**Other Desired Qualifications:**

Ability to develop and maintain strong relationships with internal and external clients.

•Excellent presentation skills.

•An energetic self-starter who is detail oriented with strong quantitative skills and enjoys working in a team environment; able to work with little direct supervision and thrives in a high energy environment.

•Strong knowledge of financial markets, and an understanding of public finance market.

**Disclaimer:**

All offers for employment with Wells Fargo are contingent upon the candidate having successfully completed a criminal background check. Wells Fargo will consider qualified candidates with criminal histories in a manner consistent with the requirements of applicable local, state and Federal law, including Section 19 of the Federal Deposit Insurance Act.

Relevant military experience is considered for veterans and transitioning service men and women.

Wells Fargo is an Affirmative Action and Equal Opportunity Employer, Minority/Female/Disabled/Veteran/Gender Identity/Sexual Orientation.