TSS Summer Analyst Program

We’ll keep your desk just the way you leave it. Our summer internships often lead to full-time offers. Our Treasury & Securities Services (TSS) Summer Analyst Program is a ten-week, accelerated, intensive program that offers work assignments interspersed with training sessions, networking events and scheduled opportunities to meet with our senior leaders. You'll quickly become an integral part of the business as you work on specially selected assignments with internal and external clients and interact with our top leaders who are dedicated to your development. The internship program is designed to increase your business knowledge and strengthen the skills necessary to position you as a future leader. And best yet, top performers will receive an offer for our full-time program at the end of the summer.

The magnitude of a Summer Analyst's job

As a Summer Analyst, you will gain hands-on experience in the financial markets and learn from outstanding colleagues. You’ll add value to our organization by contributing to our business lines in serving our clients’ financial processing and transaction needs. You’ll be well respected, gain immediate exposure to senior management and quickly develop a firm-wide perspective of our lines of business.

Summer Analysts are typically placed into one of the following groups: **product, segment, strategy, sales or risk**.

**Product**

Product companies within TSS directly drive revenues and manage expenses of multi-million dollar product P&Ls. A key focus is studying market trends to develop new services and capabilities for our clients. Analysts help to provide analyses of the market, risk and regulatory impacts of the credit crunch, and create solutions designed to mitigate clients’ exposure to the credit markets.

**Segment**

The segment organization is responsible for increasing our penetration and profitability by understanding and analyzing the needs of unique client sets such as insurance companies, banks, asset managers, hedge funds, health care companies, corporations and pension funds. This group designs the end to end client experience, which includes sales targets and coverage model, product bundles and pricing strategy, new product development and marketing. Analysts perform financial and strategic analyses and industry "deep dives" to understand the products and services these clients need and how they buy them.

**Strategy**

The strategy group takes a holistic view of TSS, both within J.P. Morgan and in the context of the global markets, to identify specific opportunities that will contribute to the sustainable growth of the business over the long term. Our Analysts focus on identifying global markets and client segments in which TSS should build or expand its presence by conducting in depth market analyses. They combine this information with J.P. Morgan's current position in each market to leverage existing strengths in future growth and expansion.

**Sales**

The sales group builds relationships with current and potential clients to provide solutions that will enhance their businesses. We know that understanding current market dynamics is essential to ensuring effective client communication. Our Analysts research client segments and known client buying behaviors in order to prioritize sales opportunities.

**Risk**

The risk group recognizes and mitigates risk exposures for our business, including credit, market, liquidity, operational, and reputational risks. Our Analysts partner with corporate operational risk, product, risk, and compliance to provide a comprehensive view of our risk control environment.

Additional business areas where Analysts may participate include client service, operations, technology, and marketing.
Training and development

The program starts with one week of training with your summer program colleagues prior to starting your summer assignment. The training week is an opportunity to network with your peers while learning about our business, strategy and culture, and building key skills. Throughout the rest of the program, subject matter experts will provide additional insight on how key businesses and functions interface with each other and with our clients. Through training and on-the-job experience, you will develop a deeper understanding of our businesses, products and cutting edge technology. You will work hard and learn a lot, and it will be worth it.

Help is here

Where your career path takes you after completing this summer internship program is up to you. To ensure that your next steps are in the right direction, colleagues, mentors and other experienced professionals will help you assess the projects and areas best suited to your interests and the business skills you’ve learned.

What we look for

Given the accelerated nature of the program, we look for candidates who are able to hit the ground running. You should be someone who has initiative, is highly resourceful, likes to be challenged and gets things done. Although skill requirements may vary somewhat depending on the particular position, in general we look for candidates with demonstrated skills in the following areas: analytics, problem solving, strategic thinking, project management and execution, and relationship building.

Our programs are open to rising seniors with a minimum GPA of 3.2. We prefer candidates who have majored in finance, economics, engineering, operations research or business management and administration. However, we do recruit students with other educational backgrounds as well.

If you're aware of college juniors that would be interested in this paid internship opportunity, please have them contact Elizabeth at the following e-mail address: elizabeth.j.naylor@jpmchase.com

Application Deadline: Wednesday, April 28th