

Raphael Lederman
1 rue Recamier, 75007
Paris, France
+33(0)6.74.74.55.16

Deutsche Bank Recruitment Team

London, United Kingdom
Global Markets

Paris, September 5th 2017

Dear Madam, Dear Sir,

I am writing to you regarding my application for the 2018 Summer Internship in the Global Markets division at Deutsche Bank in London.

I recently completed a six-month internship in Lionel Thouly's exotic equity derivatives trading team at Societe Generale – Paris, which strengthened my passion for financial markets. From what I learned, trading requires the intrinsic qualities of an observer and an actor, and I think that this duality defines me very well. Combining the use of technical analysis and the ability to have a real impact on the market through transactions thrills me: it matches my conception of a rewarding profession. During my internship in equity derivatives sales at OTCex Group in New York City, I learned that being part of a team on a trading floor also involves seeking consensus and being in constant mutual challenging at the same time. I believe that intellectual honesty and humility are at least as crucial as individual performance in a company, and I am convinced this is also the way people think at Deutsche Bank.

I entered the selective Master 203 – Financial Markets at the Paris Dauphine University after obtaining a bachelor's degree in financial engineering where I was ranked first out of three hundred students. I am all the more willing to keep on working hard to meet your standards of excellence as even the best academic credentials are just the first step to the delivering of outstanding products and services.

I have also developed my taste for challenge through my music studies: beyond artistry, it has taught me how to cope with pressure and technicality. Being first violin of an orchestra and member of different bands allowed me to develop leadership and interpersonal skills, which I believe are mandatory to create synergies in a highly competitive ecosystem such as Deutsche Bank. Overall, what I consider as being deciding in order to maintain a favourable work environment is open-mindedness. Numerous travels across five continents and summer camps in the US have taught me always to put into question my outlooks and consider diversity as the most valuable asset.

In October 2016, I had the opportunity to visit the Deutsche Bank office in London. It was very gratifying as it allowed me to meet young professionals like Camille Perrin and ask them precise questions on their respective activity. Thanks to their presentation, I realised that Deutsche Bank combines long-term value creation and innovation, thus providing remarkable outcomes both for the firm and for the clients. For instance, Deutsche Bank's competitiveness in algorithmic trading illustrates well its ability to gain more market share through the use of innovation: it reinforces my belief in the idea that joining Deutsche Bank is the right career move. It would therefore be an honour to be part of your pursuit of excellence through growth and progress.

Thank you for taking the time to consider my application. Should you have any further question, please feel free to contact me by email or phone.

Yours sincerely,

Raphael Lederman