

SMBC Group is a top-tier global financial group. Headquartered in Tokyo and with a 400-year history, SMBC Group offers a diverse range of financial services, including banking, leasing, securities, credit cards, and consumer finance. The Group has more than 130 offices and 80,000 employees worldwide in nearly 40 countries. Sumitomo Mitsui Financial Group, Inc. (SMFG) is the holding company of SMBC Group, which is one of the three largest banking groups in Japan. SMFG's shares trade on the Tokyo, Nagoya, and New York (NYSE: SMFG) stock exchanges. In the Americas, SMBC Group has a presence in the US, Canada, Mexico, Brazil, Chile, Colombia, and Peru. Backed by the capital strength of SMBC Group and the value of its relationships in Asia, the Group offers a range of commercial and investment banking services to its corporate, institutional, and municipal clients. It connects a diverse client base to local markets and the organization's extensive global network. The Group's operating companies in the Americas include Sumitomo Mitsui Banking Corp. (SMBC), SMBC Nikko Securities America, Inc., SMBC Capital Markets, Inc., SMBC Rail Services LLC, Manufacturers Bank, JRI America, Inc., SMBC Leasing and Finance, Inc., Banco Sumitomo Mitsui Brasileiro S.A., and Sumitomo Mitsui Finance and Leasing Co., Ltd. The anticipated salary range for this role is between \$105,000.00 and \$115,000.00. The specific salary offered to an applicant will be based on their individual qualifications, experiences, and an analysis of the current compensation paid in their geography and the market for similar roles at the time of hire. The role may also be eligible for an annual discretionary incentive award. In addition to cash compensation, SMBC offers a competitive portfolio of benefits to its employees.

**Role Description** Providing support to senior team members related to the origination, structuring, and execution of transactions within the Structured Finance Group, primarily Middle Market and BSL CLO products and Private/Bank Securitizations.

**Role Objectives:** The job responsibilities are described herein:

- Work as a member of a deal structuring and execution team e.g. financial modeling, market update calls, due diligence, and structuring
- Assisting in the preparation of marketing materials for existing and prospective clients, including analysis of reporting models and data in order to provide insightful commentary and recommendations with regards to structural and

commercial terms Resourcefully leverage various information sources to help contribute to group's understanding of market trends, deal comparisons, and structural recommendations Developing an understanding of deal-based analysis using internal and external rating and returns models utilized in CLO structuring Engage with clients through calls, discussions, certain client visits with a senior members of the team Prepare pitch books and set up internal/external meetings with clients. Prepare any ad hoc research and reports as necessary, under the direction of senior members of the team

**Qualifications and Skills** Banking experience in financial analysis and credit structuring at a corporate or investment bank Bachelor's degree in Economics, Finance, Business or Accounting preferred or equivalent education and training. Licenses / Certifications / Registrations ' SIE, Series 7, 79 & 63 Software Systems / Programming Languages - Microsoft Office, Word, Excel, PowerPoint Strong understanding of corporate finance and analytical and critical thinking skills Strong verbal and written communication skills with an ability to present well, organize thoughts and clearly articulate points and to communicate and propose complex capital solutions, including excel based financial models, to a sophisticated client base in a concise manner. Self-driven and motivated; takes personal ownership of specific assignments. Desire to learn and grow in the area of corporate finance. Highly collaborative and flexible in a team and client environment and ability to form good relationships internally and externally. Demonstrates a high degree of attention to detail and an ability to complete work accurately and in a timely manner against strict deadlines. Able to quickly learn internal policies, processes, and other systems. Demonstrate an intellectual curiosity and interest in continuous learning with an ability to adapt to a culturally diverse and team-oriented environment.