

Proforma

Companies open to your department

Company : Morgan Stanley  
Company Name : Morgan Stanley  
Nature Of Business : Investment Bank  
Designation : Associate  
Tentative Job Location : Mumbai

Morgan Stanley - Fixed Income Division

Role : Sales and Trading (Full Time)

Location: Mumbai

**About Us:** Morgan Stanley is a global financial services firm and a market leader in investment banking, securities, investment management and wealth management services.

At Morgan Stanley India, we are shaping the future of our global business and contributing to our local community. Our team works across numerous areas, including Technology, Mathematical Modeling, Finance, Risk Management, Operations and Data & Analytics from our new state-of-the-art offices near the Danube and our City Gate office in the heart of the city center.

*Interested in flexible working opportunities? Morgan Stanley empowers employees to have greater freedom of choice through flexible working arrangements. Speak to our recruitment team to find out more.*

*Morgan Stanley is an equal opportunities employer. We work to provide a supportive and inclusive environment where all individuals can maximize their full potential. Our skilled and creative workforce is comprised of individuals drawn from a broad cross section of the global communities in which we operate and who reflect a variety of backgrounds, talents, perspectives and experiences. Our strong commitment to a culture of inclusion is evident through our constant focus on recruiting, developing and advancing individuals based on their skills and talents.*

For further information please visit: [www.morganstanley.com/campus](http://www.morganstanley.com/campus)

Description : RESPONSIBILITIES

- i. Sales: Work alongside experienced employees to learn how we build our client base and establish and maintain long-term client relationships. Assist with developing and presenting investment ideas and the fundamentals of selling and cross-selling the Firm’s products.
- i. Trading: Execute trading ideas and analysis, and support all aspects of the market-making trade execution process, from providing research analytics on trades to relative value analysis.
- i. Structuring: Learn how to build valuation models to help issuers and investors optimize a transaction’s economics, and quantify sources of value and risk.
- i. Analytics: Provide quantitative and qualitative metrics and analytics around client revenue and profitability to drive internal business and client strategy; work with team to help clients efficiently manage their commission dollars by creating increased transparency around the services that client’s value.

QUALIFICATIONS/SKILLS/REQUIREMENTS

- i. You are pursuing an undergraduate or Master’s degree in your penultimate year of study
- i. Financial, economics, Mathematics/Engineering or business related studies preferred.
- i. A genuine interest and understanding of the financial markets.
- i. Fluency in English and strong oral/written communication skills are required.
- i. Candidates should be analytical, insightful, quick learners, team players, multi-taskers, with a positive attitude.

Department BT BS MT DoubleMajor dual dualB dualC Mdes MBA Phd MSc MSR											
AE	Y	-	Y	Y	Y	Y	Y	-	-	N	Y
BSBE	Y	-	Y	Y	Y	Y	Y	-	-	N	Y

Eligibility :	CE	Y	-	Y	Y	Y	Y	Y	-	-	N	-	Y
	CHE	Y	-	Y	Y	Y	Y	Y	-	-	N	-	Y
	CSE	Y	-	Y	Y	Y	Y	Y	-	-	N	-	Y
	EE	Y	-	Y	Y	Y	Y	Y	-	-	N	-	Y
	ES	-	Y	Y	-	Y	-	Y	-	-	N	-	-
	ME	Y	-	Y	Y	Y	Y	Y	-	-	N	-	Y
	MSE	Y	-	Y	Y	Y	Y	Y	-	-	N	-	Y
	PHY	-	Y	-	Y	Y	Y	Y	-	-	N	Y	-
	CHM	-	Y	-	Y	Y	Y	Y	-	-	N	Y	-
	MTH	-	Y	-	Y	Y	Y	Y	-	-	N	Y	-
	ECO	-	Y	-	Y	Y	Y	Y	-	-	N	-	-
	DES	-	-	-	-	-	-	Y	N	-	N	-	-
	IME	-	-	Y	-	-	Y	Y	-	N	N	-	-
	CGS	-	-	-	-	-	-	-	-	-	N	-	Y
	HSS	-	-	-	-	-	-	-	-	-	N	-	-
	EEM	-	-	Y	-	-	Y	-	-	-	N	-	-
	MSP	-	-	Y	-	-	-	-	-	-	N	-	-
	NET	-	-	Y	-	-	Y	-	-	-	N	-	-
	PSE	-	-	Y	-	-	Y	-	-	-	N	-	Y
	Stats	-	-	-	-	-	-	-	-	-	N	Y	-

Cost to Company : INR 3,725,000 Per annum is the total CTC

Package Details :	Components	INR
	Base	2,500,000
	PF (Statutory Retirals)	150,000
	Relocation Allowance	125,000
	Target Bonus	750,000
	One time sign on	200,000
	<b>Total</b>	<b>3,725,000</b>

Bond : False

Medical Requirements :

Resume Shortlist : True

Resume Shortlist Criteria: N/A

Aptitude Test: True

Aptitude Test Duration: N/A

Group Discussion: False

Technical Test: True

Technical Test Duration: N/A

Technical Interview: True

Technical Interview Duration: N/A

Number of Techincal Interview Rounds:

2

HR Interview: True

HR Interview Duration: N/A

