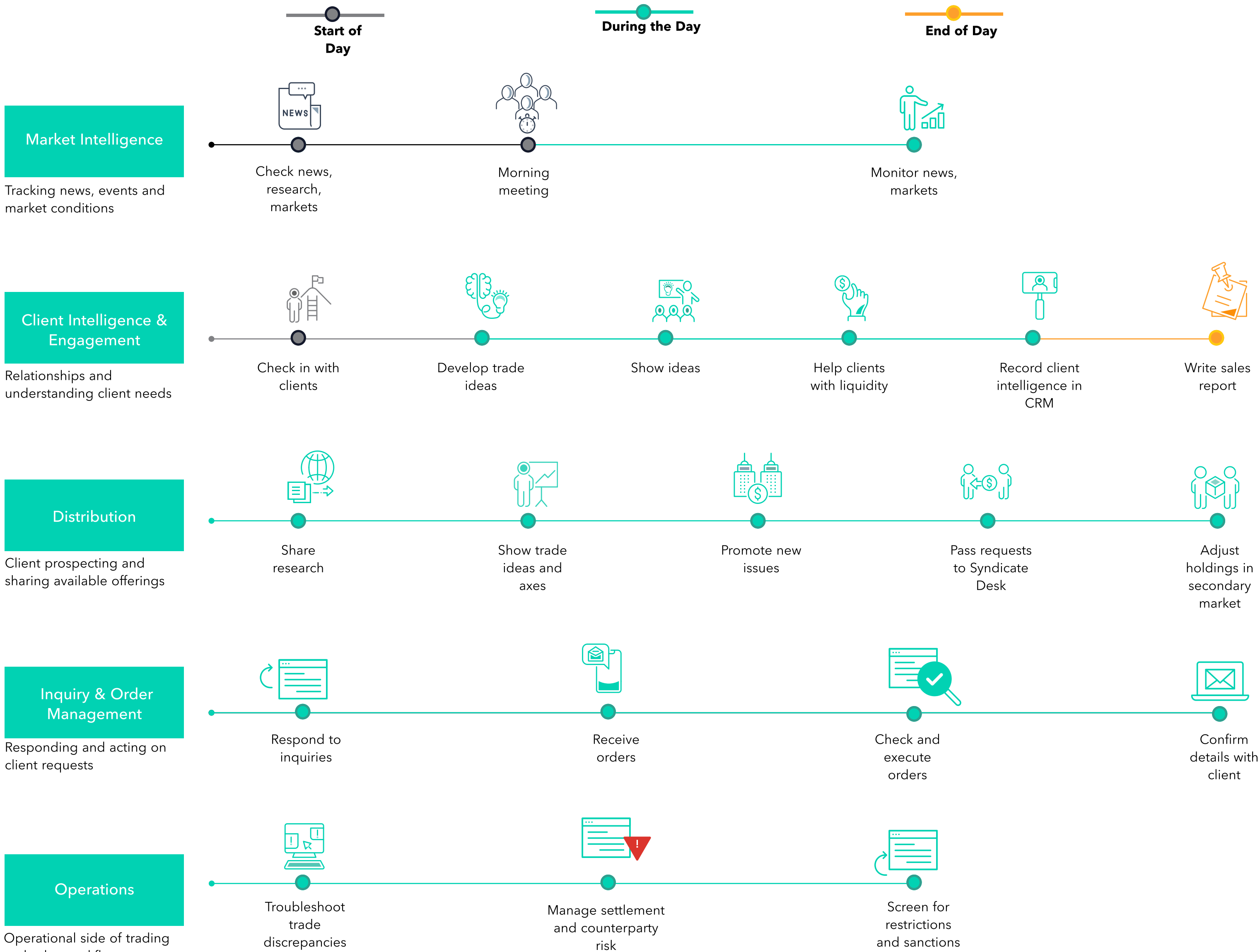


# Sell-Side Salesperson



## Sell-Side Salesperson

Generates revenue by bringing customer business and flow to the bank through strong client relationships, idea generation and pro-active outreach. Provides customers with trade ideas, market commentary, prices and liquidity information. Assists in managing counterparty risk by monitoring outstanding trades and liaising with bank's risk and settlement departments. Promotes new issues where bank is an active bookrunner.

### Who I Work With

#### Buy-Side Client

Investors may include hedge funds, central banks, asset managers, family offices or sovereign wealth funds.

#### Sell-Side Trader

Makes markets and executes trades for buy-side clients.

#### Sell-Side Research Analyst

Specialist who publishes research and makes buy/sell/hold recommendations for investors.

#### Middle & Back Office

Focuses on day-to-day management of client and market trades, including trade allocation, matching, affirmation, confirmation and exceptions.

#### Risk

Monitors client payment risks, credit risk on non-cleared derivatives, and trading desk exposure to particular securities or issuers.

#### Compliance

Responsible for ensuring banks adheres to regulatory requirements, including sanctions lists. Vets new clients.

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