



BANKING AND FINANCE INDUSTRY

INVESTMENT BANKING:

Client Profile

Proctor's biggest client has been one of the **world's leading financial firms** serving global client base in major financial centers worldwide. We at Proctor facilitated our client to establish its base in the Indian markets to **set up its captive global processing center** i.e. their Knowledge Process Outsourcing Center in Southern India.

How Proctor helped/Proctor's Role

Proctor coupled itself with the company when they were a **25 people** team in the Investment Banking domain to ramp up its operations to around **200 plus people** in the first year of its operations. The domains in which we made significant contributions were the **Investment Banking Research space, Equity Research domain, Wealth Management domain, Fixed Income as also the Market research functions.** Proctor identified talent across levels beginning from the **Associate level right till Managers, Lead Analyst the Director levels** primarily targeting the

healthcare, media, technology sector to begin with later spread across sectors like **utilities, power, chemicals, consumer goods.** The markets targeted were the **US, Middle East, APAC & EMEA** tapping candidates with deliverables in **financial modeling skills, valuation methodologies, DCF approach etc.**

Hiring for investment banking and corporate finance domain requires a thorough understanding of the subject and its complexities also one needs to discern candidates from one another based on the basis of the nature of the requirement. We at Proctor are equipped to take on such challenges by blending domain knowledge with recruitment expertise through a proactive approach.

Positions Closed

<u>Role</u>	<u>Domain</u>	<u>Sectors Targeted</u>
Director ISC	Investment Baking Research	Healthcare, Technology
Associate Director ISC	Investment Baking Research	Media, Technology
Associate Manager ISC	Fixed Income Research	Pharmacy, Utilities, Power
Lead Analyst	Equity Research	Oil, Energy
Associate Manager ISC	Wealth Management Research	Utilities, Telecom, Materials
Analyst/ Sr. Analyst	Investment Baking Research	Healthcare, Technology, Media
Analyst/ Sr. Analyst	Wealth Management Research	Chemical, Healthcare
Analyst/ Sr. Analyst	Fixed Income Research	Healthcare, Technology, Media
Analyst/ Sr. Analyst	Equity Research	Energy, IT

and abroad. Our clients consist of major investment banks, corporate commercial banks, investment houses, business groups and rating agencies.

PROCTOR FOR YOU:

We at Proctor have the necessary infrastructure and expertise, to cater to the demands of this challenging, interesting and vast sector. We are not just recruiters but act as Consultants and Advisors to our clients. Having placed high calibre finance & banking professionals, right from newly qualified to board level professionals, on a permanent basis in various corporate sectors. Our financial recruiters are well connected with several years of experience in the industry. They understand the intricacies of the banking and finance market place and have successfully plugged vacancies throughout India

