



Investment Banking Analyst Posting Description – Syndicated Finance

INVESTMENT BANKING ANALYST

Corporate Overview:

SunTrust Robinson Humphrey is a full-service investment bank that offers its corporate, institutional, and wealth management clients a number of integrated services, including debt and equity capital raising, strategic advisory services and financial risk management, as well as equity and fixed income research, sales, and trading. At SunTrust Robinson Humphrey, we are dedicated to providing comprehensive financial solutions for our middle market and large corporate clients throughout the country and across a range of industries.

SunTrust Robinson Humphrey recruits Investment Banking Analysts for several different areas. Analysts will work in Syndicated Finance in coordination with other product and industry groups, focusing on the analysis, structuring and execution of specific transactions across a range of industries, or an industry group, which focus on a full range of merger & acquisition, strategic advisory, and debt and equity capital raising solutions within a particular industry.

STRH Product Groups	STRH Industry Groups
Bond Origination (High Grade, High Yield, Tax Exempt)	Building Products
Equity Origination	Business Services
Equity Research	Consumer & Retail
Financial Risk Management (Derivatives, Foreign Exchange)	Diversified Growth
Fixed Income Sales & Trading	Energy
Mergers & Acquisitions	Financial Services & Technology
Real Estate Investment Banking	Financial Sponsors
Structured Products (Asset Securitization)	Healthcare
Syndicated Finance (Loan Syndications - Structuring, Sales & Trading)	Media

Job Description:

SunTrust Robinson Humphrey's Investment Banking Analyst Program begins with up to four weeks of classroom instruction that consists of an introduction to capital markets products and services, accounting, corporate finance, systems and modeling training designed to give analysts all the tools they will need to be successful. After the classroom training, Analysts join a product group (Syndicated Finance) and play a meaningful role in supporting senior investment banking professionals. Analysts create and analyze financial models, develop client presentations and conduct industry research. Analysts also serve as key members of merger and acquisition and capital raising transaction teams, drafting information memoranda, developing management and investor presentations and facilitating the deal process from start to finish. Analysts will be placed at Company headquarters in Atlanta.

Qualifications:

BA/BS required; overall minimum GPA of 3.0 required; finance coursework preferred; proven analytical ability and attention to detail; strong interest in finance and investment banking; solid leadership and interpersonal skills; high degree of academic and extracurricular achievement; proven ability to work well in a fast-paced, team environment; superior written and oral communication skills; willingness to commit substantial time and energy to the program. SunTrust is only able to consider candidates that are permanently eligible to work in the United States.

To learn more about SunTrust Robinson Humphrey's Investment Banking Analyst positions, please visit the Analyst & Associate Training Programs section of our website at suntrust.com/campus.

SunTrust supports a diverse workforce and is a Drug Testing and Equal Opportunity Employer, M/F/D/V.

Syndicated Finance Structuring & Advisory Analyst Responsibilities:

Opportunity

- Compile Research/ Background Information on Company and potential deal opportunities
- Built out screening memos for potential underwritten deals to include: Company & Industry Overview, Company Financial Overview, Comparable Transactions, Existing & Proposed Credit Facility(ies), Bank Group Analysis, Syndication Strategy, Lender Universe, Relationship Overview
- Discuss Financing Opportunity with Deal Team and Head of Sales & Trading

Pitch

- Prepare Materials to be Presented to Client:
- Financing Proposal
- Summary Terms, Fees
- Prepare Financial Model to Evaluate Strategic Alternatives
- Financing Benefits & Considerations
- Comparable Transactions (Ratings, Structure, Industry)
- Syndication Strategy
- Market Update

Live Deals Transactions

- Prepare Offering Materials
- Financial Model
- Information Memorandum
- Lenders' Presentation
- Coordinate Launch of Deal to Market
- Bank Meeting Logistics
- On-site contact for A/V, etc.
- Closing Process
- Investor Questions
- Point-person for the Company, Legal, Agency Services
- Coordinate Flow of Funds / Wiring of \$

Post-Closing

- Remain in Contact with Client to provide Strategic Financing Alternatives
- Potential Acquisition Financing
- Refinancing
- Market Updates
- Waivers/Amendments
- i.e Covenant Flexibility, Accordion/Increase of Commitments, Permitted Acquisitions,
- As Agent, Coordinate with Bank Group to Meet Client's Ongoing Needs