



About Company: NatWest Group is a European based investment bank that is purpose driven. They only trade fixed income, foreign exchange, and corporate debt. They are the biggest supporter of the business sector – banking around 1 in 4 businesses across the UK and Ireland, from start-ups to multi-nationals.

Key information presented for students:

- ✓ If you are selected to work with NatWest there are positions within the U.S., training is in the U.K and once completed, provided the option to choose work location.
- ✓ Think about the types of projects that you like working on, are you more comfortable with long term projects or short-term ones that are more fast paced?
- ✓ HR representatives within NatWest help greatly with placement
- ✓ Individuals with a background in service jobs seem to have the most success at NatWest
- ✓ Must possess excellent communication skills and work well with others
- ✓ NatWest is very different from traditional banks in the U.S

Currently Recruiting for:

- Two full time positions
 - Market analyst
 - Sales and trading analyst
- Analyst positions vary year to year; however, they have six analysts for sales and trading this year

Questions asked/answers:

- ✓ To succeed within sales be cool, personable, organized, and able to read the room
- ✓ Understand what your strengths are and go for those positions within the company
- ✓ Typical day varies for sales and trading aspect
 - They are in the office two hours before the markets open and in an hour after they close
 - Much of their work revolves on how the market fluctuates
 - Pay attention to market movement
 - You can learn from senior analysts
 - You will be given the ability to get to know the trading floor

Interview process/tips for potential candidates:

- ✓ One question you may be asked will be about challenges you have faced, and describe how you reacted or dealt with the situation in an acceptable way
- ✓ Be able to articulate experience and transferable skills to position
- ✓ Be able to articulate your personality
- ✓ Show the type of person you are through your experience
- ✓ Retain confidence in what you are presenting
- ✓ Be a problem solver, good under pressure, and versatile
- ✓ Stay active on campus, join clubs, network with alumni
- ✓ Interview varies based on the team
- ✓ Show that you are willing to learn
- ✓ Soft skills will be very important during the interview process.
- ✓ 50/50 in terms of technical and behavioral questions that are asked during the interview process

Other:

- When it comes to actual work everyone is hands on, there is no hierarchy because everyone is working side by side
- At NatWest you will have more access to leaders
- Investigate company culture

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