

Position Description		
Position Title	Senior Credit Analyst	
Division	Debt Capital Markets	
Location	Melbourne	
Reporting To	Head of Debt Capital Markets	
No. of Direct Reports	0	
FIIG Values	Client Focus	We focus on the Client in everything we do
	Integrity	We are open, genuine and honest
	Collaboration	We seek what is best for FIIG as 'one team'
	Forward Thinking	We provide innovative and sustainable solutions to deliver for the long term
	Excellence	We aspire to be the best
Company Overview FIIG is committed to providing direct access to bond markets for more investors. We provide investors with choice and control, delivered through services that enable direct ownership of bonds and easy management of cash deposits. Through industry leading research and education initiatives, FIIG empowers investors and their advisors with knowledge and insights - and with offices in Sydney, Melbourne, Brisbane and Perth, FIIG's 140 strong team provide expert service and support to clients across Australia.		
Job Overview As a member of the Debt Capital Markets team, the role encompasses assessing new financing opportunities and supporting the business in the execution of rated and unrated bond transactions in the corporate, property, financial and infrastructure sectors.		
Key Responsibilities <ol style="list-style-type: none"> 1. Relationship Management <ol style="list-style-type: none"> a. Market segmentation and target analysis of potential issuers b. Support Business development including client calls, marketing pitches and industry events c. Maintain relationships with clients, targets, investors and market participants 2. Credit Assessment <ol style="list-style-type: none"> a. Analysis of credit risks, assessment of industry drivers, business performance, capital structure, benchmarking and metrics b. Preparation of credit assessment papers c. Assist Research in pre issue credit review process d. Monitoring of issuer performance 3. Deal Execution <ol style="list-style-type: none"> a. Support transaction management and compliance with credit policy and procedures b. Assist Syndication in the fundraising process c. Preparation of bond offer marketing material 		

Selection Criteria	<ol style="list-style-type: none"> 4. Minimum 5 years' experience in debt markets, with a major trading bank, financial institution or investment bank. 5. Previous finance experience dealing with mid to large corporates preferred including exposure to a range of sectors and funding structures. 6. Demonstrated credit, financial, analytical and financial modelling skills 7. Excellent communication skills, written and presentation 8. Degree qualified in a relevant discipline such as finance, law and engineering, with post graduate studies in either CFA or Masters preferred.
Person Specification	<ul style="list-style-type: none"> • Thrives in a dynamic team environment, manages tasks independently. • Self-starter and solutions orientated, works collaboratively across the business • Strong interpersonal skills, liaising with advisors, senior executives • Demonstrated client focus, builds long term relationships
Business Overview	<ul style="list-style-type: none"> • FIIG is Australia's leading fixed income specialist, with over \$11 billion under investment • Since 1998, we have provided investors with direct access to bond markets and a range of term deposits and cash solutions • We are a leading arranger of bond financing for Australian middle market corporates, arranging over \$1.8 billion in funding. • FIIG offices are located in Sydney, Melbourne, Brisbane and Perth, with a team of over 130 staff supporting clients across Australia.
Prepared By	John Ricciotti
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