Morgan Stanley

INVESTMENT MANAGEMENT

Client Relationship Management Trainee

About us

Morgan Stanley Investment Management (MSIM) is one of the divisions of Morgan Stanley, with 45 offices serving clients in 19 countries. MSIM is one of the largest global asset management organizations sitting within a wider investment banking and securities firm. MSIM offers clients a broad range equity, fixed income, liquidity and alternative investment strategies to retail and institutional investors around the world.

MSIM's Trainee programme will offer you an exciting and a dynamic work environment where you get to work alongside our diverse group of experienced professionals. The work that you do will be interesting and varied and will depend on which team you join.

Morgan Stanley's core values are deeply engrained in the way that we run our business and interact with our clients every day. We work together to help our clients build a sustainable future and we work with the Morgan Stanley Institute for Sustainable Investing to meet this goal.

Our Values

We believe capital can work to benefit all of society. We make this belief a reality through our core values:

- Do the right thing
- Put clients first
- **L**ead with exceptional ideas
- Commit to diversity and inclusion
- Give back

Find out more about us and our culture by clicking here.

The Programme

This trainee programme is an opportunity to experience the culture and atmosphere of our Investment Management Division by taking on many of the responsibilities and functions of a Full-time Analyst. The Trainee programme lasts twelve months. You will join as part of the Investment20/20 programme.

As part of the Investment20/20 programme, you will have opportunities to meet and network with over 170 trainees across the industry and participate in socials and insight events.

The Team

The Client Relationship Team, located within the Sales division, co-ordinates legal agreement reviews and performs assessments of new and existing intermediaries investing in MSIM's UK and Luxembourg funds.

The trainee will work with, Sales teams, Operations, Financial Crimes, Compliance and Legal to help assess the intermediaries and coordinate their legal agreements.

This role will involve:

- Learning how to evaluate new and existing client relationships
- Gaining an understanding of when to liaise with other teams for information or escalation
- Helping to draft legal agreements for institutional clients and intermediaries

There will also be many opportunities to help with any adhoc requests from the intermediaries or internal teams.

This role will enable the trainee to deepen their knowledge of the investment management industry and intermediaries, gain an understanding of fund legal agreements and interact with multiple teams across investment management.

About you

Our people come from a broad range of backgrounds and countries and there is no set "type" that we look for. Regardless of background, these qualities will make your application shine:

You will be working with many teams across various functions and countries, so you will need to be a team player and able communicator.

You will be investigative, questioning and be able to process information from various sources. The ability to speak a second European language could be useful, but this is not essential.

We value your ability to think freely and the different points of view that all our people bring. You will need to be a proactive self-starter with the ability to work independently (but with appropriate guidance from your mentor).

We know that the world of finance, and asset management, might seem daunting to people not already part of the industry, so be curious and motivated and come with a can-do attitude and a willingness to learn!

We are happy to accept applications from graduates from any subject background.

How to apply

Apply here: https://morganstanley.tal.net/vx/brand-2/candidate/so/pm/1/pl/1/opp/10940-2021-Investment-Management-Off-Cycle-Internship-Global-Sales-Marketing-London-Investment-20-20/en-GB

Please attach your CV. **Please also send a covering letter with your response to the following three questions, ensuring each answer is no more than 200 words each:**

- Tell us about your greatest achievement
- What evidence can you give us that you are someone with high levels of personal drive and determination?
- Tell us about a financial news story that you found interesting and why?

The deadline to submit applications is 05 March 2021.