

Job Description - Sales & Marketing Summer Internship 2021

Title: Summer Intern 2021
Department: Singapore - Various Departments
Location: Singapore

About Fidelity International

Fidelity International offers investment solutions and services and retirement expertise to more than 2.5 million customers globally. As a privately-held, purpose-driven company with a 50-year heritage, we think generationally and invest for the long term. Operating in more than 25 locations and with \$706.3 billion in total assets, our clients range from central banks, sovereign wealth funds, large corporates, financial institutions, insurers and wealth managers, to private individuals.

Our Workplace & Personal Financial Health business provides individuals, advisers and employers with access to world-class investment choices, third-party solutions, administration services and pension guidance. Together with our Investment Solutions & Services business, we invest \$541.6 billion on behalf of our clients. By combining our asset management expertise with our solutions for workplace and personal investing, we work together to build better financial futures. Find out more about what we do, our history, and how you could be a part of our future at careers.fidelityinternational.com/about-us.

We are a disability-friendly employer and committed to ensuring equal opportunities for all employees and job applicants. If you might benefit from reasonable adjustments to perform to the best of your ability at any stage of our recruitment and selection process, please get in touch with us for a conversation about your requirements.

Our clients come from all walks of life and so do we. We foster inclusiveness and encourage applications from any and every age, race, ethnicity, disability, gender identity, religion, culture, sexual orientation, or caring responsibility. Please don't hesitate to contact us once you have applied to discuss the support we could offer you to help make Fidelity International even stronger.

Our Values

Integrity - Doing the right thing, every time and putting the client first

Trust - Empowering each other to take the initiative and make good decision

Our Behaviours

Our employees should be:

Brave - Challenge the status quo, be accountable and speak up

Bold - Act with conviction, encourage diverse thinking and keep things simple

Curious - Learn to do new things in better ways and encourage fresh thinking

Compassionate - Have empathy, care for colleagues, clients and the community

Overview of the programme

Business with main focus on Sales and Marketing is essential to the continuing growth of our business. These are the teams that develop new investment products, tell clients about them and manage relationships to make sure the right clients choose the right products. It's dynamic and fascinating part of Fidelity International. You will get to experience everything you are looking for.

What you'll be doing

This is a big opportunity to build your knowledge on Wholesale channel or Marketing in this internship. We will assign you to one of the business departments where you will spend ten weeks.

You will be given great opportunities to develop your interpersonal skills through participating in cross functional projects. Rest assured, you'll return to university with an international perspective on investment sales and marketing that will set you up for life.

Interns will be assigned to one of the following departments: Singapore Intermediary Business or Marketing. Please refer to the below key responsibilities in each of the departments.

Singapore Intermediary Business:
Reporting into: Wholesale Director, SEA
Key responsibilities of the intern:

Market Research and Analysis

- You will be tasked with a project to gather/update data and intelligence on the SEA ex Singapore markets that we currently do business in (Thailand, Indonesia, Philippines, Malaysia)
- After conducting research you will be required to analyse the data and make a recommendation to Fidelity International as to what more could we explore in these markets.
- You will also be required to make a formal presentation on your research and recommendation
- Through this project you will be able to gain an in-depth understanding our funds distribution business in South East Asia as well as learn valuable project management and presentation skills

Customer Relationship Management

- You will work with the sales team to manage and enhance our customer relationship management system to enable Fidelity to gain a deeper understanding of our customers and to mine the data to generate more effective sales results
- You will provide support to the sales team at client events, seminars and update sessions. Through these engagements, you will be able to observe the client interactions first hand, and how each engagement is strategically tuned for optimal client impact.

Content Production and Management

- You will work with the sales team to produce and maintain content for all our sales and product literature including product presentations, placemats, thought leadership pieces and competitor analyses
- Though this experience you will be able to gain lifelong lessons including positioning skills and technical knowledge

Marketing:
Reporting into: Head of Marketing, SEA and ME
Key responsibilities of the intern:

Main responsibility: Marketing project

- You will be tasked with a key project or programme to manage related to Asia and Digital / Innovation that will help achieve our strategic business objectives
- You will work with an external vendor(s) to create and bring-to-life the activity or tool, possibly on a digital or non-digital platform
- You will be required to make a formal presentation on your idea(s), recommendation and get buy-in from the stakeholders which include Marketing as well as Sales teams
- Through this project, you should be able to gain insights on how the marketing function delivers and supports our funds distribution business. You should also be able to learn valuable project management and presentation skills, as well as gain experience in soft skills

Other tasks

- You will be required to liaise with external vendors depending on marketing needs
- You will assist the Marketing team on brand/product campaigns, content development and events
- You will assist the Marketing team in any tracking/MI collation of marketing activities

Who we look for

We are looking for hungry and driven individuals who demonstrate strong ability to be proactive and think outside the box. We are also looking for people who are sociable and has high EQ, and be able to build ties with people from a range of business cultures and backgrounds. Confident and articulate, you should also have good analytical skills and technical knowledge on investments in general. Above all you'll be ready to soak up new sales and marketing ideas and concepts and take on whatever responsibility comes your way.

Skills and Requirements:

- Student in the penultimate year of undergraduate or master's programme
- Strong interest in financial services industry
- Good academic performance
- Initiative and ability to work in a fast-paced environment
- Ability to multi-task
- Excellent level of written and verbal communication / presentation skills



- Proficiency in English and Chinese
- Excellent computer skills including Microsoft Office applications
- Proactive and positive attitude, welcoming with enthusiasm new initiatives and learning opportunities
- Well-organised and attentive to details

How to apply?

Please submit your CV and cover letter through careers.fidelityinternational.com by **Sunday, 21 March 2021**. In your application, please state your reasons for applying to Fidelity International and our Summer Internship Programme.

For any enquiries in Asia Pacific, you can email us at earlycareersatfidelity@fil.com.

We are committed to being an inclusive and diverse company to work for and strive to create a culture where flexible working is encouraged so that we retain and attract the best talent by offering working patterns that suit both individual and business needs.