

Job Description

Title: Business Graduate Programme 2020
Department: Business - Various Departments
Location: Hong Kong, Singapore

About Fidelity International

Fidelity International offers world class investment solutions and retirement expertise. As a privately owned, independent company, investment is our only business. We are driven by the needs of our clients, not by shareholders. Our vision is to deliver innovative client solutions for a better future.

Our people are passionate, engaged, smart and curious, and we give them the independence and the confidence to make a difference. While we take pride in the excellence of our investment solutions and client service, we know we can always do better. We are honest, respectful and make tough calls, challenging the status quo to achieve better outcomes through innovation. Above all else, we always put our clients first.

Find out more about what we do, our history, and how you could be a part of our future by clicking [here](#).

Our Values

All of our people must be able to demonstrate affinity with the Fidelity core values:

- Innovation** – Being willing to experiment and try new and better ways to serve our clients.
- Integrity** – Taking personal responsibility for always acting in the best interests of our clients.
- Excellence** – Striving to be the best while knowing we can always be better next time.

Our Behaviours

All of our people must be able to operate in accordance with our behaviours:

- Commitment** – We are committed to our clients and proud to work for Fidelity. We push through obstacles to make things happen; we make decisions quickly and thoughtfully. We are individually committed to building a culture of excellence.
- Collaboration** – We collaborate with colleagues, seek alternative views, invite different ideas and always challenge traditional thinking. This approach allows us to create a whole that is much greater than the sum of its parts.
- Client Focus** – We are expected to, and measured on, our ability to put our client first. We go the extra mile to understand their needs and strive to exceed their expectations. We listen carefully, we communicate clearly, and we're quick to respond. We're respectful of the trust placed in us to manage their money.

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

The aim of this two year-and-a-four-month programme is to expose you to a range of markets, channels, products and marketing. Wherever you find yourself, rest assured we'll give you the support and guidance you need to focus all your attention on building your skills, knowledge and network.

You will start with an introduction to the organisation by working at the Client Services and Operations (opportunity to work overseas), the best place to learn first-hand client interaction experience. Following that, you will work in clearly defined roles in the areas such as Institutional Sales, Intermediary Sales, Personal Investing, Regional Institutional Business, Product Development and Marketing. You will work closely with Human Resources and your Business Sponsor to select rotations that match as closely as possible your skills, interests, ambitions and areas of development. This may include a client-facing role.



Who we look for

You'll need to be able to build ties with people from a range of business cultures and backgrounds. You must be confident, presentable and articulate with desires to understand what our customers want and how our business drives results. Plus you'll have the analytical skills to understand product performance and fresh ideas to present or develop new and existing opportunities. Finally, you'll have the learning agility and intellectual curiosity to get up to speed in your rotation quickly and make contributions before your next rotation.

Experience and Qualifications Required

- Bachelor or Master's degree in any discipline on track for 2.1 honour or equivalent
- Strong interest in financial services industry
- Good academic performance
- Initiative and ability to work in a fast-paced environment
- Excellent level of communication / presentation skills
- Proficiency in English and Chinese
- Excellent computer skills

Values: Integrity, Innovation, Excellence, Customer Focus, Commitment, Enthusiasm, Teamwork, Respect

How to Apply

Please submit your CV and cover letter through earlycareersatfidelity.com by **Friday, 20 September 2019 (Singapore), 18 October 2019 (Hong Kong)**. Within your motivation letter, please state your reasons for applying to Fidelity International and our Business Graduate Programme.

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