

Commercial Management Internship Scheme



Who are we looking for?

We are looking for candidates who display a commercial mind-set and show a genuine interest in understanding the drivers of commercial success. You should have a proactive approach to learning with the ability to think strategically and critically. Given the nature of this programme, we require individuals who have excellent interpersonal and communication skills. We are looking for candidates from a diverse range of backgrounds and actively recruit candidates from all degree disciplines.

You will be in your penultimate year of study, be predicted a minimum 2:1 undergraduate degree from any discipline and have 300 UCAS points or equivalent.

What is the Commercial Management Internship Scheme?

The Commercial Management Internship Scheme will last 8-10 weeks and will give you a practical introduction to the management and operations of an investment management business. You will typically be placed in a team that suits the skill set identified during the recruitment process, with some consideration to your specific interests.

You will be placed in a team in one of the following business areas:

- Fixed Income
- Retail
- Equities

Fixed Income - Fixed Income manages assets on behalf of Internal and Institutional clients, utilising our extensive credit research capabilities and experienced portfolio managers to deliver strong investment performance.

Retail - Our Retail division is responsible for the effective distribution of our investment propositions of the Equities business. This includes the distribution of retail funds to clients across the UK, Europe and Asia

Equities – Our Equities business manages assets on behalf of Internal and Retail clients, focussed on delivering superior investment performance to our clients. We do this by offering a diverse range of investment strategies across a wide array of geographies.

Whilst on the scheme you will also be exposed to a number of areas outside of their immediate team through training, day to day work and structured networking opportunities. This will develop a broad understanding of our business and industry. Throughout the scheme interns will be assessed with a view to making 2017 Commercial Management Graduate Scheme offers upon completion.

What will you do?

You will be placed within one team and will benefit from participating in work where you can make a genuine contribution to the organisation. The nature of the work will vary depending on the business area and team that you are placed.

Work that previous interns have been involved in includes:

- Preparing presentations for client pitches and materials to articulate the fund strategy
- Working with Fund Managers and Fund Manager Assistants to answer client queries
- Researching to understand the potential impact of changing market, regulatory, political and legal factors on the funds
- Working closely with stakeholders to produce marketing materials including fund literature, adverts and digital content
- Reviewing service agreements with external suppliers to help ensure long term business requirements are met
- Working with other business units to research how to launch an innovative new fund
- Fund administration, reporting and investor relations for traditional pooled funds
- Running performance reports on software for different clients within the business, showing the performance of funds
- Conducting competitor analysis for the Investment Specialist teams

Graduates on the Commercial Management Internship Scheme will not be analysing investment opportunities or making portfolio recommendations.

Role Details

- Start date: Monday 27th June 2016
- Salary: Highly competitive
- Location: London

For more information and to apply, please visit www.mandg.co.uk/graduates

We assess applications as we receive them so we encourage you to apply as soon as possible.

What training is provided?

You will take part in a training programme which includes workshops on asset management and M&G. These are designed to be suitable for those without industry knowledge, and will provide an understanding of the whole spectrum of business areas within M&G.

Interns are also invited to networking and social events, and provided with a buddy from our graduate cohort who will act as an informal support contact.

M&G is an equal opportunities employer and encourages applications from a diverse background.

