

DWS

Global Client Group (GCG) – Institutional Client Sales
Internship Profile



Division: Global Client Group (GCG)

Team: Institutional Client Sales

Manager: Frank Klein

Location: Frankfurt

Team Description

The institutional CRM (client relationship manager) provides asset management solutions based on the individual risk, return and liquidity preferences of the client. In order to provide the best service for our clients, the Institutional Client Group is structured along the following 4 teams:

- Corporates/Multinationals
- Insurance
- Pension Funds
- NPO (non-profit organizations)
- Consultant Relations

We offer all sort of investment products and tailor made solutions for those clients stemming from the active, passive, alternative or solutions platform. We advise approx. 300 existing institutional clients as well as a large number of prospects. For serving those clients in the most comprehensive way, we have a strong working relationship with Private, Wealth & Commercial Clients and Corporate & Investment Banking.

Overall Role

In general, you will support the different client teams by:

- Preparing material for pitches with prospects and current clients as well as creating product and strategy presentations (e.g. AuM, Revenues, Growth Forecasts)
- Supporting specific client group related projects (e.g. sensitivity analysis concerning product pricings)
- Supporting with RfPs along the whole process (if applicable during this period)
- Aiding senior management in optimizing the portfolio of current clients
- Working closely with different departments and teams within Deutsche AM to obtain necessary information, updates and solutions to clients' requests
- Participate in internal product trainings & updates
- Internal organisation of client meetings and participating in client conference calls and meetings
- Analysing the offering from our competitors and preparing a gap analysis

Requirements

- High level of understanding of financial markets
- Strong interest in interaction with clients
- Client service mentality with focus on individual solutions
- Strong communication and organizational skills
- Attention to detail and accuracy
- Team player approach and client relationship attitude
- Fluent in English and German
- Willingness and ability to think outside the box

Learning Goals

- Genuine understanding of institutional clients and the necessity for a tailor made approach
- Unbiased and client centric advise approach as far as product channels (active, passive, alternatives and solutions) are concerned
- Deep understanding of client service mentality
- How to interact with other divisions and orchestrate a client service team