



ABOUT KEY: Cleveland-based KeyCorp is one of the nation's largest bank-based financial services companies, with assets of approximately \$92.9 billion. Key companies provide investment management, retail and commercial banking, consumer finance, and investment banking products and services to individuals and companies throughout the United States and, for certain businesses, internationally. The company's businesses deliver their products and services through branches and offices; a network of 1,335 ATMs; telephone banking centers; and a website, Key.com®, that provides account access and financial products 24 hours a day.

ABOUT THE BUSINESS: Key Corporate Bank is a full-service corporate and investment bank serving the needs of mid- to large- sized businesses and focusing principally on middle market clients in six industry sectors: consumer, energy, healthcare, industrial, public sector, and real estate.

About the Job

Analysts in KBCM act as the primary day-to-day leaders for analytical support, including financial statement analysis and model development; valuation analysis; industry research; and the preparation of various presentations and documents including descriptive memoranda, management presentations, new business and other. Analysts interact daily with other bankers and clients, prospective buyers/money sources, attorneys and accountants. Experienced Analysts learn to play more of an Associate role in helping manage transactions and interface directly in presentation, negotiation, capital-raising and closing. They play a central role in coordinating the activities of all team members. This position sits within the real estate group and will focus exclusively on servicing clients and executing transactions within the real estate sector. Real estate investment banking clients include REITs, REOCs, private equity and privately held real estate portfolios across a variety of asset classes and geographies. This position is in Boston and will report to the head of real estate investment banking.

Essential Job Functions

- Work with corporate finance investment bankers and product partners on M&A, strategic corporate finance, and capital raising transactions
- Generate ideas and analytical materials in support of new client meetings
- Perform financial modeling and valuation analyses on public and private companies: comparable company analysis, precedent transaction analysis, leveraged buy-out analysis and discounted cash flow analysis
- Develop marketing materials for topics such as company positioning, financing alternatives, and M&A/Strategic alternatives
- Develop knowledge of relevant information resources: Bloomberg, Capital IQ, Thomson Financial
- Continually build knowledge and capabilities within the industry segment and stay abreast of competitive trends.
- Assist with attracting a quality workforce, i.e. college recruiting activities.
- Maintain required licensing.
- Demonstrate the Key Values: Teamwork, Respect, Accountability, Integrity, and Leadership.

Required Qualifications

- Undergraduate Degree in Business (Accounting, Finance, Business Admin, Economics, etc.)
- Series 7 & 63 (within six months of employment)
- Strong quantitative skills, including financial modeling and financial statement analysis
- Quantitatively and financially-oriented, possessing the ability to succinctly express ideas
- Strong team player with a positive can-do attitude and desire to be part of a close-knit group operating in an intensive and challenging work environment
- Excellent organization, communication and research skills
- Exceptional critical thinking and problem solving ability
- Proficiency in Microsoft Office Suite (Excel, PowerPoint and Word)

Preferred Qualifications:

1 - 3 years of experience in investment and/or commercial banking, leading accounting or consulting

Careers at Key

KeyCorp is an Equal Opportunity Employer M/F/D/V

FLSA STATUS: Exempt

KeyCorp is an Equal Opportunity and Affirmative Action Employer Min/Fem/Vet/Disabled

Contact:

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Please send resume and brief overview of interest in the position to the contacts listed above.