



关于中信证券

中信证券股份有限公司（以下简称“中信证券”，“公司”）是一家以证券业务为核心，提供证券经纪、承销与保荐、证券自营、资产管理、证券投资咨询、融资融券等金融服务的综合性证券公司。在中国证券行业中，中信的总资产、净资本和盈利规模最大，业务牌照最齐全，综合实力最强。

公司成立于1995年10月，总部位于深圳市。2003年1月，公司在上海证券交易所挂牌上市交易，股份名称“中信证券”，股票代码为600030。中信证券第一大股东为中国中信集团公司。截至2011年底，中信集团公司持有中信证券的股份为20.30%。中信证券秉承中信集团勇于创新的精神，与中信银行、中信信托等公司共同组成综合经营模式，积极为客户提供境内外全面金融服务。

成立16年来，中信证券伴随着中国经济的快速成长，以及资本市场的发展壮大，不断扩展业务领域，创新产品与服务。由一家净资产规模仅3亿元、18家证券营业部、450余名员工组成的专业证券公司，发展成为净资产800多亿元、160余家营业网点、逾万名员工的大型证券集团公司，为国内外众多客户提供全方位的证券金融服务。

2011年恶劣的资本市场环境对我们的收入产生了负面影响，中国资本市场的一级与二级市场整体活跃度不足，公司部分业务收入出现下滑。但依赖于战略投资的成功退出，2011年公司整体盈利水平依然保持增长。借助海外上市计划的成功实施与2011年实现的盈利，公司2011年末净资产达到865.9亿元，同比增长22.93%。我们在不利的市场环境下把握机遇进一步增强公司资本实力和抗风险能力，为日后的快速发展奠定了基础。

公司以业务持续成功为导向，追求卓越的客户服务、员工发展、股东回报三大目标，长期坚持管理创新、业务创新、产品创新的理念。

About Us

CITIC Securities Co., Ltd. (referred to as “CITIC Securities” or the “Company” hereafter) is China’s largest securities firm by total asset, net capital, and earnings. Fully licensed by CSRC, CITICS provides the most comprehensive service capabilities among all domestic investment banks. The company provides comprehensive financial services including securities brokerage, underwriting and sponsoring, proprietary trading, asset management, securities investment advisory, and margin trading and short selling.

The Company was incorporated in October 1995, headquartered in Shenzhen. In January 2003, the Company was taken public and listed on the Shanghai Stock Exchange as “CITIC Securities” (Ticker: 600030). The largest shareholder of CITIC Securities is CITIC Group. As of the end of 2011, CITIC Group held a 20.30% stake in the Company. Embracing the innovative spirit inherited from the CITIC Group, the Company teams up with CITIC Bank and CITIC Trust, forming a conglomerate providing cross-border, comprehensive financial services to clients both at home and abroad.

Alongside the amazing development of China’s economy and capital markets, the Company has been constantly expanding its businesses and providing innovative products and services since its establishment 16 years ago. Starting as a securities company with net assets of merely RMB 300 million, 18 securities outlets and barely more than 450 staff members, the Company has now grown into a large securities group which provides numerous Chinese and international clients with all-round securities-related financial services, boasting net assets of over RMB 80 billion, more than 160 outlets and over 10,000 employees.

Adverse conditions in the capital market have impacted our revenue. Both the primary and secondary markets are less active on the whole, resulting in revenue decrease in certain business segments. However, with our successful exit from certain strategic investments, we maintained a steady growth in respect of our overall profitability throughout 2011. In terms of our capital strength, with our successful listing overseas and the profits realized in 2011, the total equity of the Company at the end of 2011 reached RMB86.59 billion, representing an increase of 22.93% compared to the corresponding period last year. We successfully enhanced our capital strength and risk resistance capacity by way of our listing, amidst an unfavorable market environment, and established a solid foundation for our fast development in the future.

Customer service, employee development, and shareholder return are the three pillars which constitute and define the Company’s reputation. Always business oriented, CITICS has long held true to the idea of management innovation, business innovation, and product innovation.

2011 我们的荣誉

- 《财经杂志》: 中国最佳债权融资行
- 《亚洲金融杂志》: 中国最佳股权融资行、中国最佳经纪行
- 《路透社》: 亚洲区年度大奖: 中国最佳股权融资行
- 《银行家》: 亚洲地区最佳创新投资银行
- 《新财富》: 第九届新财富最佳分析师: 本土最佳研究团队第一名; 第五届新财富最佳投行; 最受尊敬投行第一名; 大项目业务能力最佳投行奖第一名; 最佳增发项目奖第一名
- 《证券时报》: 2011 中国区优秀投行: 最具影响力投行; 主板最佳投行; 最佳再融资投行; 最佳并购重组投行; 最佳债券承销投行
- 《金融时报》: 中国金融机构金牌榜年度最佳投行业务券商 (金龙奖)

2011 Awards

- “*The Asset*”: Best Debt House — China
- “*Finance Asia*”: Best Equity House, Best Brokerage in China
- “*IFR Asia*”: IFR Asia Annual Awards in Asia: Best Equity House — China
- “*The Banker*”: Most Innovative Investment Bank in Asia
- “*New Fortune Magazine*”: Best Local Research Team, The 5th New Fortune Most Respected Investment Bank Ranked No. 1, Best Investment Bank with Business Capability in Big Projects Ranked No. 1, Best Additional Issue Project (Air China) Ranked No. 1
- “*Securities Times*”: 2011 Outstanding Investment Banks in China, Most Influential Investment Bank Best Investment Bank on the Main Board, Best Refinancing Investment Bank Best Investment Bank in M&A and Restructuring, Best Investment Bank in Bond Underwriting
- “*Financial Times*”: 2011 Gold Medals for Chinese Financial Institutions, Best Investment Bank Securities Broker of the Year (Golden Dragon Award)

2013 Campus Recruitment

Recruitment Information

Department: Investment Banking Department

Position: Senior Associate/Summer Intern

Location: Beijing/Shanghai/Shenzhen

Entry level position for Class of 2013 postgraduate or MBA;

Summer Intern for Class of 2014 postgraduate or MBA;

Multidisciplinary;

Strong quantitative and analytical skills;

Bilingual proficiency in English and Mandarin;

Strong sense of responsibility and accountability;

Professional qualification (CPA, CFA, JD, etc.) will be a plus.

Department: Research Department

Position: Senior Associate/Summer Intern

Location: Beijing/Shanghai/Shenzhen

Entry level position for Class of 2013 postgraduate or MBA;

Summer Intern for Class of 2014 postgraduate or MBA

Economics , Finance , Accounting , Electronics , Energy or Mechanical Engineering majors and interdisciplinary background preferred;

Strong quantitative and analytical skills;

Bilingual proficiency in English and Mandarin;

Good interpersonal communication skills.

Department: Corporate Finance

Position: Senior Associate

Location: Beijing/Shanghai/Shenzhen/Hangzhou

Entry level position for Class of 2013 postgraduate or MBA;

Multidisciplinary;

Strong quantitative and analytical skills;

Bilingual proficiency in English and Mandarin.

Department: Fix Income

Position: Senior Associate/Summer Intern

Location: Beijing

Entry level position for Class of 2013 postgraduate or MBA;

Summer Intern for Class of 2014 postgraduate or MBA;

Financial related majors preferred;

Strong quantitative and analytical skills;

Strong learning desire and capability;

Strong sense of responsibility and accountability;

Bilingual proficiency in English and Mandarin.

Department: Risk Management

Position: Senior Associate/Summer Intern

Location: Beijing

Entry level position for Class of 2013 postgraduate or MBA;

Summer Intern for Class of 2014 postgraduate or MBA;

Economic, financial, mathematical statistics, IT or related majors;

Strong Macro-economic or corporate finance analytical skills;

Proficiency in program developing or database management, related working experience preferred;

Familiarity with the financial and securities industry, related working experience preferred;

Strong sense of responsibility and accountability;

Bilingual proficiency in English and Mandarin.

Department: Equity sales and trading

Position: Senior Associate/Summer Intern

Location: Beijing

Entry level position for Class of 2013 postgraduate or MBA;

Summer Intern for Class of 2014 postgraduate or MBA;

Master or higher degree from well-known universities, preference for academic background in

investment, finance and economics;

Outgoing personality with good sense as well as excellent communication and analytical skills;

Bilingual proficiency in English and Mandarin.

Department: Prime Services

Position: Senior Associate/Summer Intern

Location: Beijing

Entry level position for Class of 2013 postgraduate or MBA;

Summer Intern for Class of 2014 postgraduate or MBA;

Finance, economics, financial engineering or math majors;

Strong quantitative and analytical skills;

Good interpersonal communication skills;

Bilingual proficiency in English and Mandarin.

Department: Alternative Investments

Position: Senior Associate

Location: Beijing

Entry level position for Class of 2013 postgraduate or MBA;

Major in financial mathematics, computer science or statistics are highly preferred;

Acquainted with both methodology and practical approach of quantitative investing and portfolio management;

Acquainted with econometrics and mathematical statistics;

Proficient with matlab, java or c++;

Bilingual proficiency in English and Mandarin;

Passion for the financial service industry.

Department: Brokerage

Position: Senior Associate/Summer Intern

Location: Beijing

Entry level position for Class of 2013 postgraduate or MBA;

Summer Intern for Class of 2014 postgraduate or MBA;

Master degree in marketing, accounting, financial management or other related majors;

Strong communication, coordination, writing skills and teamwork;

Quantitative and analytical skills;

Bilingual proficiency in English and Mandarin.

Department: Investment Management

Position: Senior Associate/Summer Intern

Location: Beijing

Entry level position for Class of 2013 postgraduate or MBA;

Summer Intern for Class of 2014 postgraduate or MBA;

Multidisciplinary;

Strong quantitative and analytical skills;

High sensitivity to new things;

Bilingual proficiency in English and Mandarin;

Strong sense of responsibility and accountability.

Department: Treasury

Position: Senior Associate/Summer Intern

Location: Beijing

Entry level position for Class of 2013 postgraduate or MBA;

Summer Intern for Class of 2014 postgraduate or MBA;

Economic, financial, mathematical statistics, financial engineering or related majors;

Strong quantitative and analytical skills;

Strong communication skills, teamwork oriented;

Bilingual proficiency in English and Mandarin;

Professional qualification (CPA, CFA, JD, etc.) will be a plus.

Department: Compliance

Position: Senior Associate

Location: Beijing

Entry level position for Class of 2013 postgraduate or MBA;

Legal or Finance related majors preferred;

Bilingual proficiency in English and Mandarin;

Passion for the financial service industry.

Department: Audit

Position: Senior Associate

Location: Beijing

Entry level position for Class of 2013 postgraduate or MBA;

Accounting, Finance, Auditing, Financial management or other related majors;

Bilingual proficiency in English and Mandarin;

Passion for the financial service industry.

Department: Clearing & Settlement

Position: Senior Associate

Location: Beijing

Entry level position for Class of 2013 postgraduate or MBA;

Finance, Economics, Statistics or other related majors;

Skilled in IT system tools for data processing and analysis;

Bilingual proficiency in English and Mandarin;

Passion for the financial service industry.

Department: Quantitative Resource Group

Position: Senior Associate

Location: Beijing

Entry level position for Class of 2013 postgraduate or MBA;

finance , statistics, engineering, computer science, math, sciences or financial engineering from a top institutions, PhD preferred;

Strong development skills in one or more of the following languages including C/C++, VBA, C#, python or Mat lab;

Strong background in computational finance and numerical methods;

Great team player and excellent communication skills;

Bilingual proficiency in English and Mandarin.

Department: Proprietary Trading & Derivatives

Position: Senior Associate/Summer Intern

Location: Beijing

Entry level position for Class of 2013 postgraduate or MBA;

Summer Intern for Class of 2014 postgraduate or MBA;

Finance, Mathematics, Statistics or engineering disciplines from a top institutions, PhD preferred;

Familiar with the pricing and hedging of equity derivatives.

Strong background in computational finance and numerical methods;

Great team player and excellent communication skills;

Bilingual proficiency in English and Mandarin.

If you are interested in any of these positions, please log on to <http://cs.ecitic.com/> and click on join us.

The online application will begin in Oct 10,2012 , and deadline is 11:59pm Beijing Time, November 7, 2012

Attention:

Since we want to arrange interviews during overseas info session, candidates who will participate CITICS info session please send your resume in word or PDF format to citicshr@citics.com. Please make sure the email subject includes your name, your college, your location, the department applied. For example, "Boston-Harvard-Li Ming-IBD"

Deadline: 15th Oct (USA)

Meanwhile, overseas students must be sure to make a formal application on the official website; otherwise, it will affect your recruitment process.