

POSITION DESCRIPTION AND PROFILE
Intern Asset Management
Global Client Group Deutsche AWM
The Netherlands

Reporting to: Head Global Client Group, Benelux
Employment Type: Temporary / Intern
Location: Amsterdam

Part of Deutsche Asset & Wealth Management (DAWM), we are an asset management group providing mutual fund and structured product solutions to the market on a global scale. This position offers a high-profile, challenging opportunity in a rapidly growing organization to drive initiatives within the group.

The Netherlands business of DAWM is expected to grow rapidly thanks to the extensive coverage of region's markets, tailored solutions, high service standards and having the ambition to become one of the leading foreign players close to the Dutch professional investor.

Context of intern assignment:

A special area of growth lies with the institutional investor client base of DeAWM (pension funds, insurers and corporates) which has been a key strategic area of growth for the group. The Dutch pension fund sector is leading on a global scale in terms of size and sophistication. Within the sector there has been a strong increase in the integration of so called ESG principles in the investment principles. This ranges from more straightforward (norms based-) screening principles to Impact Investing where ESG returns are put at par with financial returns. The sector is leading globally in this respect as well together with the largest pension funds in the Nordics and the US.

DeAWM has been following this development from the start and a designated ESG department was set up within DeAWM in 2014 to support the platform in the integration of ESG principles for the benefit of clients. Part of the assignment will be 2 weeks on-site learning / project management with the ESG team in Frankfurt.

His/her main responsibilities are:

- Fact-finding and research into what extent the top 25 of Dutch pension have integrated ESG principles
 - o In which (sub-) asset classes;
 - o Amounts/percentages;
 - o Level of integration (screening, impact)
 - o In-house vs. outsourced;
 - o Competition
- Deliver analysis in proper format (i.e. data-base / CRM system)
- Building on this analysis actively assist DeAWM coverage team in identifying opportunities to add value with clients

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- And as final objective assisting in the organization of an ESG seminar for DeAWM institutional clients in the Netherlands
 - Work together with Institutional / wholesale colleagues in Benelux office
 - Assist in client support related tasks
 - Team Support tasks

THE IDEAL PROFILE

- Completed Master Degree in Business related study
- Basic understanding of the investment management industry with excellent commercial understanding of asset management
- Basic understanding of products and financial markets, including industry regulatory/compliance framework
- Excellent communicator
Prepared to operate in the interests of the business rather than championing own function or interests at the expense of others
- Able to manage the expectations of counterparts in the group
- Success-oriented team player, hard worker
- Sharp analytical skills, hands-on personality
- Should be a native speaker in Dutch (fundamental) fluent in at least two (European) languages

Personal Characteristics

- Outgoing personality at ease with all levels of contacts
- Builds bridges
- Innovative, conceptual
- Decisive
- Pragmatic, “think out of the box”-mentality
- Organizer
- Team player
- Interested in working with people of different cultures
- Persistent
- People’s person
- Good sense of humor

Contact

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Thesis Supervision

Dr. Arvid Hoffmann (first supervisor) and Dr. Nikos Kalogeras (second supervisor).