Warwick Economics Society

Divisional Starter Packs – Corporate Banking

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Global Corporate Banking

What is it?

Global Corporate Banking is the business of providing large corporate, institutional and government clients with the lending, transaction and financing services they need to run and grow their operations.

The basic business model of a Corporate Bank is similar to that of the commercial bank, which is the bank's lending arm to individuals and small businesses. Commercial banks use customer deposits to make loans and earn a profit on the spread. The corporate banking division makes loans to corporations, while the commercial bank division makes loans to people and small businesses.

Within corporate banking, banks organise the business into industry specific coverage teams (such as TMT, natural resources or healthcare) supported by dedicated product specialists in lending, transaction banking and financing.

The purpose of the relationship can vary depending on the client's needs. Coverage banking is designed to build and maintain the overall client relationship and cross-sell the bank's products. Whereas product teams such as transaction banking or debt capital markets are focused on delivering a specific financing or cash management solution.

Types of Global Corporate Banking:

Relationship / Coverage Banking:

The main point of contact for a corporate client, responsible for understanding the client's strategy, cross-selling products across the bank and coordinating specialists to deliver the right financing solution.

Companies: HSBC, Barclays, JPMorgan, Citi, Standard Chartered

Transaction Banking (Full info within single starter pack)

Provides the day-to-day banking infrastructure corporates need to move money, manage liquidity and finance trade. This includes things like payments and cash pooling.

Companies: Citi, HSBC, Deutsche Bank, BNP Paribas

Debt Capital Markets (DCM) (Full info within single starter pack)

Helps corporate clients raise financing directly from bond investors, advising on structure, pricing and timing of new debt issuance.

Companies: Goldman Sachs, Barclays, BofA, Deutsche Bank

Corporate Lending / Credit

Assesses corporate creditworthiness and structures revolving credit facilities, term loans and other lending products that sit at the core of the banking relationship.

Companies: Lloyds, NatWest, Wells Fargo, Santander

Treasury & Markets Solutions

Helps corporate clients manage financial risk arising from their operations, including foreign exchange, interest rate and commodity hedging solutions.

Companies: Deutsche Bank, UBS, Barclays, Citi

Day to day tasks:

Across global corporate banking roles, day-to-day work can vary depending on the product area, client base and seniority, but common tasks include:

- **Credit analysis** - assessing a client's financial position and creditworthiness to support lending and facility decisions.
- **Relationship support** - preparing client briefing materials, tracking account activity and coordinating input from product specialists.
- **Pitch & proposal work** - building pitchbooks and financing proposals to present new products or solutions to clients.
- **Deal execution** - supporting the structuring, documentation and closing of loans, facilities or transaction banking mandates.
- **Client & product meetings** - joining calls and meetings with clients alongside coverage bankers and product specialists.
- **Portfolio monitoring** - tracking use and risk across different clients.
- **Cross-selling** — identifying opportunities to introduce additional products such as FX, trade finance or DCM to existing clients.
- **Market & sector research** — tracking industry trends, competitor activity and macroeconomic developments relevant to covered clients.
- **Internal committee work** — preparing credit papers and materials for internal risk and approval committees.

For a junior corporate banking analyst, a typical day might therefore involve checking overnight market news, updating credit or pitch materials for existing clients, and refining proposals or credit papers.

Required skills:

- **Basic Financial Analysis** - building credit models and assessing a company's ability to service debt through the cycle.
- **Accounting Knowledge** - strong grasp of the 3 financial statements and how they translate into credit risk and lending capacity.
- **Analytical & Problem-Solving Skills** - Ability to apply information from sources with client needs.
- **Industry Expertise** - developing deep knowledge of a sector's structure, drivers, regulation and key players over time.
- **Written Communication** - producing clear, well-structured pitchbooks, credit papers and client materials.
- **Relationship & Interpersonal Skills** - building trust with clients and coordinating effectively across internal product teams.
- **Numerical & Data Skills** - comfort working with large datasets, spreadsheets and financial databases such as Bloomberg and Capital IQ.
- **Attention to Detail** - producing accurate credit analysis and documentation, particularly under transaction deadlines.
- **Resilience & Time Management** - managing multiple client relationships and deal processes simultaneously.

Specific interview advice:

The most important advice for a role in this industry is having market awareness. Keeping up to date with current news sources such as The Economist or the FT is essential. **The University of Warwick Economics Department provide free subscriptions to both sources, so make good use of them.**

Finally, have a good understanding of the technicals such as credit analysis (knowing the 3 financial statements well) and how lending products such as revolving credit facilities and term loans are structured.

Other great sources for information:

Bloomberg

J.P. Morgan Global Corporate Banking

The Unofficial Guide to Banking

Career progression:

Intern (Off-cycle or Summer Intern): Gain exposure to corporate banking through credit analysis, pitch work and supporting the wider coverage team.

Analyst: Support relationship bankers with credit analysis, pitch materials and deal execution.

Associate: Take ownership of parts of the client relationship, lead credit analysis and build relationships with client finance teams.

Vice President: Lead day-to-day management of key client relationships and coordinate product specialists to deliver financing solutions.

Director: Oversee a portfolio of clients, mentor junior bankers, and represent the franchise on the most significant relationships.

Managing Director: Set the overall coverage strategy and sector priorities and manage the bank's relationships with its largest corporate clients.

Common exit opportunities include skills that have been built up throughout a career in global corporate banking.

Here are some examples:

- **Corporate treasury**
- **Private banking / private credit**
- **Corporate development / strategy**
- **Investment banking**
- **Risk management**