



PNB Capital and Investment Corporation is a wholly-owned subsidiary of the Philippine National Bank which provides a full range of investment banking services such as loan syndication, retail bond offerings, private placement of shares, public offering of shares, securitization transactions, financial advisory including liability management, corporate restructuring, pre-IPO preparations, and mergers and acquisitions advisory.

PNB Capital is an active investment house in the market having led some of the major fund-raising deals in the country. We are currently looking for candidates for the following positions:

PRODUCT DISTRIBUTION OFFICER

Job Description Summary:

- Managerial position tasked with assisting the Distribution Head in formulating marketing initiatives and managing marketing strategies for instruments such as: retail bonds, corporate notes, perpetual preferred shares and IPO shares, to be sold to clients. Provides synergy in the PNB Capital product delivery channels with the PNB Group and utilize these channels for product distribution. Ensures that all established bank policies and regulations are being observed at all times.

Qualifications:

- Business Degree Holder
- With MBA is an advantage
- Minimum 3 years work experience in Investment Banking, Treasury Marketing, Trust, Account Management
- With excellent marketing skills
- Excellent communication skills and highly confident when dealing with clients (internal & external)
- Strong leadership qualities
- Attentive to details
- Ensure quality and effective service delivery
- Proficient in the use of Microsoft Office applications

DEAL ANALYST

Job Description Summary:

- Entry-level position tasked with assisting the Deal Team Head and Deal Officer in the various capital markets transactions led by his team. Analyst does research on prospective clients and prepares project proposals, memoranda for approval and/or presentation to internal approving bodies.

Qualifications:

- Bachelor's Degree Holder in Management, Economics, or other business-related courses
- Good academic records, proven leadership capabilities, and involvement in extra-curricular activities
- With keen interest and experience in finance
- Must be customer-oriented
- Fluent in both oral and written communication, and highly confident when dealing with clients
- Highly motivated and results oriented, with strong initiative and able to work independently
- Must have a decisive personality
- Applicants must have the ability to do thorough, reliable research and study of documents
- Proficient in the use of Microsoft Office applications

Please send your resume with photo to pnbcapital@pnb.com.ph

Contact number: 5263131-40 local 4068