**Wells Fargo Analyst 3**

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|  | |  | | --- | | **Job Description** | | |  |  | | --- | --- | |  |  | |  | Government and Institutional Banking (GIB): Unique to the industry, GIB brings together Capital Markets and Commercial Banking solutions for the government, education, tax-exempt and nonprofit healthcare sectors into one team, offering an integrated approach that centers our business around the needs of our client.  We take great pride in approaching each relationship individually, as one team, leveraging the resources of Wells Fargo to create the most value for our client.  Assume significant responsibilities that may include: Investment Banking – Partners closely with senior investment bankers on client presentation materials, responding to requests for proposals, building and analyzing municipal financial structures and recommending potential financing opportunities; Derivatives Marketing - Partners closely with derivative marketing team on client presentation materials, responding to requests for proposals and recommending potential derivative solutions; Syndicate - Coordinates with Investment Banking, Sales and Trading teams to execute negotiated and competitive transactions for issuer clients; Trading - Provides analytical support to senior traders, utilizes risk-management tools to monitor trading positions and manage risk, generates daily P&L and risk management reports; Institutional Sales - Partners closely with a senior sales specialist to create and sustain institutional customer relationships by providing value in the primary and secondary markets.  Team members support our focus on building strong customer relationships balanced with a strong risk mitigating and compliance-driven culture which firmly establishes those disciplines as critical to the success of our customers and company. They are accountable for execution of all applicable risk programs (Credit, Market, Financial Crimes, Operational, Regulatory Compliance), which includes effectively following and adhering to applicable Wells Fargo policies and procedures, appropriately fulfilling risk and compliance obligations, timely and effective escalation and remediation of issues, and making sound risk decisions. There is emphasis on proactive monitoring, governance, risk identification and escalation, as well as making sound risk decisions commensurate with the business unit’s risk appetite and all risk and compliance program requirements. | | | |  |
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|  | | **Required Qualifications** | |
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|  | | **Other Desired Qualifications** | |
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|  | | **Disclaimer** | |
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