

ASIA PACIFIC

INSTITUTIONAL EQUITY: SUMMER ANALYST

Morgan Stanley is a global leader in the origination, distribution and trading of equity, equity-linked and equity-derivative securities. Operating in more than 25 countries, the firm's equity sales and trading operations ensure liquidity and provide sophisticated analytics for companies and investors.

PLACEMENT AND DURATION. The Summer Analyst Program generally begins in June, and gives students an opportunity to undertake the role of Full-Time Analyst in the Institutional Equity Division (IED) at Morgan Stanley for 10 weeks. The program is designed to provide you with an insight into this division and the chance to develop and master the analytical, quantitative and interpersonal skills to develop an exciting and rewarding career within the Institutional Equities Division (IED). You will have rotations on two separate desks, and undertake project work throughout the summer.

TRAINING PROGRAM. Summer Analysts participate in a firmwide orientation program, which covers the firm's businesses and the transition from academic to a corporate environment. You will be given extensive learning opportunities throughout your internship, commencing with formal classroom technical training, followed by lunch-time speaker series with senior executives, mentorship, networking, charity and social events.

RESPONSIBILITIES

- Sales: work alongside experienced employees to learn how we build our client base and establish and maintain long-term client relationships. Assist with developing and presenting investment ideas and the fundamentals of selling and cross-selling the firm's products.
- Trading: develop and execute trading ideas and analysis, and support all aspects of the market-making trade execution process, from research analytics on trades to relative value analysis.
- Structuring: use innovative and solutions-based approach to designing both investment and risk management products across all asset classes.
- Research/Strategy: analyze market fundamentals and liaise with researchers to develop investment recommendations for internal and external clients.
- Analytics: provide quantitative and qualitative analytics around client revenue and profitability; work to efficiently manage commission dollars by creating increased transparency around the services that clients value.

QUALIFICATIONS/SKILLS/REQUIREMENTS

- University students in their penultimate year of study with outstanding academic results; preference towards financial/business related studies. Students must graduate by June 2013 to be eligible.
- You must have genuine interest and understanding of the Asian financial markets; proficiency in English is essential and Asian language skills are advantageous.
- You should be well rounded, so be sure to list interests, travel and involvement in school and community groups, exchange and leadership programs.
- Previous work or internship experience (ideally within Finance) is preferred.
- You must be analytical, quantitative, insightful, adaptive, a quick learner, leader, team player, multi-tasker and possess a strong work ethic, as well as excellent verbal and written communication skills and a positive attitude.

INTERVIEW PROCESS. First-round interviews with a IED business representative take place over the phone and final-round interviews take place at Morgan Stanley offices in Hong Kong. Assessments focus on the motivation, technical skills and past experiences of students. To prepare, students are encouraged to review the Interview Preparation section of the Morgan Stanley website.

APPLICATION PROCESS & DEADLINES. Applications will only be accepted online at <http://www.morganstanley.com/careers>. The deadline for applications is December 2, 2011.

CONTACTS/ GROUP DISTRIBUTION LISTS

- For questions, please e-mail asia.recruit@morganstanley.com

Morgan Stanley's goal is to build and maintain a workforce that is diverse in experience and background but uniform in reflecting our standards of integrity and excellence. Consequently, our recruiting efforts reflect our desire to attract and retain the best and brightest from all talent pools. We want to be the first choice for prospective employees.

It is the policy of the Firm to ensure equal employment opportunity without discrimination or harassment on the basis of race, color, religion, creed, age, sex, gender, gender identity or expression, sexual orientation, national origin, citizenship, disability, marital and civil partnership/union status, pregnancy (including unlawful discrimination on the basis of a legally protected pregnancy/maternity leave), veteran status, genetic information, or any other characteristic protected by law.

Morgan Stanley is an equal opportunity employer committed to diversifying its workforce (M/F/D/V).