



**2008  
Campus Recruitment**

**Summer Associate/Analyst  
Retail Markets and Wealth Management**

As a cornerstone to enhancing CIBC's position in the market place, CIBC is focused on continuously improving our financial planning and analysis capabilities. This area provides an exciting challenge for business students to apply their analytical skills in identifying areas of opportunity for improving the performance of CIBC.

CIBC Group of Companies is a leader among Canada's major financial institutions. At CIBC, our objective is to deliver consistent, sustainable returns over the long term by delivering against our strategic priorities. We continue to focus on our vision and values as well as strong governance and risk management to position CIBC for sustainable growth over the long term.

Retail Markets and Wealth Management provides a full range of financial services to over 11 million personal, small business and wealth clients through one of the largest multi-channel distribution networks.

Our objective is to become the primary financial institution for our clients. We are committed to developing strong relationships by meeting more of our clients' financial needs. To do this, we will extend our affluent client experience to more of our clients, continue to enhance product competitiveness and leverage our strong retail and wealth distribution channels. We are also focused on enhancing our operational effectiveness to expand our market penetration and increase client satisfaction while positioning our business for long-term success.

**Key Accountabilities/Activities**

As a summer associate you will work in one of many business units in Retail Markets and Wealth Management. You will have the opportunity to interact with the Management Team and gain an understanding of a wide variety of businesses.

These business units include:

**Distribution**

- Client Segments
  - Personal Banking
  - Small Business Banking
  - Imperial Service
  - Private Wealth Management
- Branch Banking
- Telephone Banking
- Remote Channels (ABM, Internet)
- Brokerage (Wood Gundy, Investor Services)
- President's Choice Financial

**Products**

- Credit Cards
- GICs, Deposits, Payments
- Mortgage, Lending, Insurance
- Asset Management
- Global Asset Management

**Support**

- Customer Marketing and Strategic Initiatives
- Business Planning and Controls
- National Collections

In Retail Markets and Wealth Management you will enjoy an exciting career that's both personally and professionally rewarding. A career that empowers you to make a difference in people's lives everyday.

**Requirements**

We are seeking highly motivated and accomplished candidates who should demonstrate the following:

- Currently in the first year of an MBA program or related graduate degree
- Well-developed analytical and problem solving skills
- Strong team player and demonstrated initiative
- Adaptable
- Excellent communication (both written and verbal), as well as strong presentation skills
- Strong consulting/business acumen

- Experience in sales, service, marketing and retail will be an asset

**How to Apply**

We'll come to you. Check with your Career Services Centre for postings and your school specific reference number.

If we do not post at your school, [click here](#) to apply online, using the reference#: **NE001833**.

You must submit your resumé, cover letter and recent transcript.

Applications must be received by **January 11, 2008**.

CIBC is committed to diversity in our workforce and equal access to opportunities. We thank all applicants for their interest in this position, however, only those selected for an interview will be contacted.

To learn more about us, visit . . .

[www.cibc.com/careers](http://www.cibc.com/careers)