

KeyBanc Capital Markets



Program Handbook

Key is more than banking. We're **collaborators**, critical **thinkers** and **innovators**.

KeyBank 2023 KBCM Programs

[APPLY HERE](#)

More Info

key.com/about/careers/students-graduates.jsp

Minimum Requirements

- Minimum 3.5 GPA preferred
- Pursuing a bachelor or graduate degree with anticipated graduation date by May 2024 (summer analyst/interns) or May 2023 (full-time analysts)
- Must not require employment visa sponsorship if employed in a Campus Program internship or analyst position*

Majors

Accounting
Economics
Finance
Business
Administration
Math



Consumer & Retail

Atlanta
Cleveland



Corporate Banking

Houston
New York
San Francisco
Seattle



Debt Capital Markets

Cleveland
New York



Equity Capital Markets

Cleveland



Equity Research

Cleveland
New York
Portland



Financial Services

Cleveland



Financial Sponsors

Chicago
New York



Healthcare | Cain Brothers

New York
San Francisco



Industrial

Cleveland
New York



Mergers & Acquisitions

Cleveland



Mosaic

Portland



Oil & Gas

Houston



Public Finance

Cleveland
New York
San Francisco



Real Estate

Boston
Cleveland



Sales & Trading

New York



Technology

Boston
Charlotte
New York
Portland
San Francisco



Utilities, Power, & Renewable Energy

Cleveland
New York
San Francisco

* KeyBank's Campus Program Internship and Analyst positions are not eligible for employment visa sponsorship (e.g., H-1B visa).

Past Summer Analyst Testimonials

Top 3 reasons past summer analysts decided to join us at Key

1. Company Culture
2. Opportunities for Full-Time Placement & Career Advancement
3. Compensation & Benefits

Top skills utilized during an internship with KeyBanc



Written & Oral Communication Skills



Problem Solving, Critical Thinking, & Decision-Making Skills



Relationship Building

Past summer analysts at Key described Key's culture as...

Collaborative | Client Focused | Community Minded | Inclusive | Welcoming

Based on feedback from our previous summer analyst classes, the top 3 aspects they liked the most about the summer analyst program were:

88% Meaningful Project Work

65% Key's Culture

47% Direct Coaching & Feedback

47% Access to Leadership

Our Summer Analyst Program

Through KBCM's summer analyst program you will be provided with:

- Orientation that will introduce you to Key's infrastructure and the business
- Professional etiquette, Excel®, PowerPoint®, and on-the-job training to help you perform in your internship
- Exposure to senior leaders
- Direct coaching and feedback on your performance
- Community involvement
- Networking & Mentoring opportunities
- Consideration for a full-time role upon successful completion of the internship

93%

of our 2020 summer analyst class accepted return offers for full-time analyst seats following graduation

Daniel Nemirovskiy | M&A Mentorship

The mentorship program was awesome. Whenever I felt lost or needed more work, I could reach out to my mentor and get advice on how to ask for more work or how to improve.

Cynthia Sarkis | Sales & Trading Growth

Key's intern program was extremely well-structured and organized. The interns were provided every tool we needed to learn, grow our financial acumen, network, and expand our horizons.

Daniel Fruchter | Industrial Learning

Key's culture and internship structure allowed me to learn a tremendous amount during my internship. I had a very enjoyable internship experience and would highly recommend it to prospective candidates.

Full-Time Benefits

Well-Being



Alternative Work Schedules & Mobile@Key

Our policy helps employees balance work and personal life by allowing the flexibility to adjust work schedules or work location.



Paid Time Off (PTO)

PTO combines vacation, personal days and sick time into one bank of days that employees can use in any way they choose.



Mental & Emotional Health Support

Free, professional and confidential service our employees can use to get help whenever they need assistance. It includes:

- Counseling (up to six free sessions)
- Educational health apps
- Stress management programs
- Online tools and resources



Career Development Programs

Employees have access to a variety of learning opportunities, comprehensive career development tools and mentoring programs.

Financial Wellness



401(k) Savings Plan

Make either before-tax or Roth after-tax contributions, or both, through convenient payroll deductions. Key matches dollar for dollar, up to the first 6% of eligible pay you contribute, per pay period (after meeting eligibility requirements). The plan also includes a discretionary profit-sharing contribution.



Tuition Reimbursement

Key offers education assistance through tuition reimbursement to eligible employees who study at regionally accredited schools.



Employee Financial Services

- Discounted Stock Purchase Plan
- Employee Banking Discounts
- Financial Wellness Review & Education
- Financial Consulting & Legal Services



Commuter Savings

This program allows eligible employees to use pre-tax dollars to cover parking expenses or public transit expenses related to your travel to work.

Health



Medical Plans & Insurance

Employees who work 30 or more hours per week are eligible to participate in Key's medical benefits program. Key offers the choice of three high deductible health plan options. Each has a combined medical/prescription deductible and maximum out-of-pocket expense.

Other benefits include:

- Dental
- Vision
- Health savings account
- Wellness incentives



Wellness Programs

Employees have access to online tools, health coaching, education, annual health screenings and activities to support their health and wellness.



Fitness Reimbursement

Key reimburses eligible employees up to \$300 a year for covered expenses

Our Key Culture

An environment that supports employees. Key employees dive into rewarding work, build relationships with friendly and encouraging colleagues, are supporting their communities, and building a future that fulfills their dreams.

When you join Key, you become an important part of our team. As a team, we work to support and encourage each other. We've built our workplace to be welcoming and positive for all. Here's how:



Client Focus

Our clients and their financial wellness are the focus of our work. Our decisions are centered around delivering ease, value and expertise to our clients and doing what is best for the communities we serve. We all work together to create a positive impact on individuals and businesses where we work and live.



Community Support

Key is committed to its communities and to the many efforts our employees make to give back. Our annual [Neighbors Make a Difference Day](#) supports employees who volunteer their time, and the Key Foundation offers generous grants and sponsorships that improve our communities.



Access to Leadership

Key employees are making an impact at all levels of the organization. We are frequently exposed to and influenced by senior leaders and are encouraged to make decisions as well as grow, expand and pursue roles within the organization where we can thrive professionally.



Supportive & Collaborative Environment

We have a diverse, inclusive and highly engaged workplace. We are encouraged to be ourselves at work, and we are supported and respected by our peers and our leaders.



Performance Driven

We do impactful work and are consistently rewarded for doing the right thing for our clients and for our teams. Pay, incentives and performance are closely linked at Key. When Key achieves success, its top performers have an opportunity to share in the rewards.

Culture Testimonials

Cynthia Sarkis | Sales & Trading

“Key's culture is tight-knit, with a focus on clients, collaboration, ethics, and improvement. It is the perfect environment to learn in, as everyone is fully invested in your improvement, both professionally and interpersonally. Key fosters an inclusive environment that encourages asking questions, curiosity, and ambition. I felt extremely welcome from the first day of my internship and now, as I work full-time, I continue to see the effort and care that the team puts into ensuring that I continue to learn about the business.”

Bryan Nguyen | Technology Investment Banking

“Key's culture is fantastic and truly drew me to choose Key to begin my career. While it's hard to explain Key's culture, it is certainly very team-oriented, collaborative, and client-focused. The people on your team will always have your back, and we always gave it our all when it came to making sure clients were happy. Throughout my summer internship, Key's culture was the highlight of my experience.”

Jack Brant | Debt Capital Markets

“From my experience, I would describe Key's culture as extremely collaborative and inclusive. As an intern I worked with every member of my group, and everyone treated each other as equals. It was clear to me from day one that Key gave their young interns and analysts plenty of opportunities to develop and become more and more valuable to the bank's operations, and because of that I was able to learn a great deal in my brief time with KBCM this summer. ”

Nicolette Frasco | Sales & Trading

“Key maintains a client-centric culture while simultaneously prioritizing the well-being of its employees. Key propels its employees to succeed by supporting them along the way with an accessible team of upper management and abundant resources. Everyone at Key seems to have spent a large portion of their career there and their testimonials portray the positive and healthy culture Key maintains.”

Bring your culture
...history
...viewpoint
...experience

Bring your

authentic
self.

KeyBank 



Bring Your Authentic Self to Key



Winston Delk | American Heritage KBING
Risk Management Rotational Analyst

“Working at Key has been the best move in my career. Being a part of the rotational analyst program, I have been very impressed by the amount of support and attention that Key has provided to my professional growth and development. Before I even applied, I had researched how I could get involved in the bank’s employee resource group for African Americans (known as the AHKBING) because I knew how important that kind of support system was going to be for me, no matter which company I decided on.

The culture at Key embraces diversity of thought and in my team, we often discuss issues we are passionate about that relate to DE&I. So far, I’ve rotated through two teams, and I consider myself fortunate that both rotations I’ve had the opportunity to work under African American managers and executives at the bank. It’s so inspiring to see that people who look like me have become extremely successful at KeyBank. Just having that close proximity to successful and diverse leaders has made me feel so comfortable bringing my authentic self to work every day and it has motivated me to make a positive impact on others whenever I have the opportunity.”

Matthew Babyak | PRIDE KBING
Senior Auditor
Former Risk Review Group Intern

“Ever since I have started my Career with KeyBank in 2018, I have found the company culture of being open, inclusive, and embracing ideals of the social justice movement. Since my first day on the job, I have challenged by my management to pursue challenges outside of my normal day-to-day work activities. I have had the privilege to participate in campus recruiting, community engagement activities, and Key Business Impact Networking Groups (KBING)s. I am proud to work at Key where I am able to collaborate with teammates outside of my department.”



Key Business Impact & Networking Groups (KBINGs)

Our Current KBINGs

Key Young Professionals

Key Women's Network

African Heritage

Hispanic Latinx

Asian

PRIDE

Champions of People with Disabilities

Jewish Cultural

Key Legal Exchange

Key for Lifetime Contributors

Key Military Network

Parents are Key



KBING Strategic Focus:

- Business Innovation
- Professional Development
- Recruiting and Retention
- Community and Workplace Engagement

Skills Utilized

- Strategy
- Communications
- Measuring Impact
- Influencing Others
- Building Relationships
- Presentation Skills



Anyone can join **ANY** KBING

Employee business resource groups provide opportunities to:

- Enhance Key's culture
- Meet others
- Share perspectives
- Serve our communities
- Recruit, engage, develop and retain employees
- Develop personally and professionally



Membership is Voluntary



Company Supported & Funded

Interview Tips

Bring Your Authentic Self

At Key we value everyone's individuality and encourage you to bring your authentic self to your interview. We appreciate diversity of backgrounds and diversity of thought and look forward to learning more about your unique experiences and point of view when we meet you!

What does the interview process entail?

The interview process will vary by role. Typically, the interview process will be a series of interviews, which will begin with an introductory call and end with first and possibly second round interviews. Interviews could be conducted by phone, video conferencing or in person and interviewers range from the hiring manager to recruiter or line of business representative.

How can I prepare for an interview?

To prepare for an upcoming interview, you should spend time researching the company and the role you are pursuing. You should ensure you understand the business need for the role and be able to convey your interest. Be prepared to discuss your background as directed by your resumé. Additionally, reach out to professionals you have met at Key to ask questions about the role and the expectations of our interns.

Interviews will consist of technical and behavioral components. Below are questions we recommend thinking about:

- What do you know about KeyBank?
- Why are you interested in KeyBank? Why Investment Banking?
- Technical Interview: Be prepared to answer general accounting and valuation technical questions.
- Behavioral Interview: Be prepared to share information about your background and professional experience as it relates to the position.
- Explain your logic and thought process behind your answers to the questions.

FAQ

How long is Key's Summer Analyst Program? Where are the internships located?

Key's summer analyst program is 10 weeks long (depending on the program), beginning in June and ending in August. We have opportunities located at our headquarters in Cleveland, Ohio. Other internships are in our satellite offices in New York, San Francisco, Boston, Seattle, Portland, Atlanta, Chicago, Houston, and Charlotte. The location of the internship is dependent on the line of business representation in the office.

Does Key offer summer analyst housing or relocation?

No, Key does not provide housing for interns. However, we can recommend locations for interns to rent. We do provide relocation assistance for full-time analysts. This will vary by role and location. Please ask the recruiter for additional details.

Can a summer internship lead to a full-time opportunity?

Yes, after successful completion and strong performance of a Key summer internship, you may be offered a full-time role to join Key following graduation.

When do you begin recruiting?

We begin hosting a virtual series throughout the Spring and will begin recruiting in May. From there, interviews will be held on an ongoing basis through the Fall. The length of time can vary based on the line of business.

Meet Our **Businesses**

Consumer & Retail

Location | **Cleveland**

About the Internship

The complexity of consumer and retail-related business means financial solutions must reflect market dynamics in a rapid and thoughtful manner. The KeyBanc Capital Markets' Consumer & Retail team is led by senior investment bankers specializing in consumer products, specialty retail, restaurants, gaming, travel, food and beverage, and other consumer-facing sectors. They are experienced in providing actionable ideas and M&A advice, plus structuring debt and equity capital solutions that help build brands, fund operations and drive growth. As a leader in consumer and retail investment banking, our goal is to put in place the financial resources and intellectual capital that our clients need to operate efficiently and seize opportunities as they arise.

What previous interns are saying

Austin Peko

Incoming Consumer & Retail Analyst
Former Consumer & Retail Summer Analyst

What types of projects did you work on?

While there was often no typical day, extensive company/industry analysis and presentation was often part of my workday. I was also able to work on a live financing deal that our group was working on.

What are the top skills you used during your internship?

- Analytics & Insight
- Financial Modeling
- Written & Oral Communication Skills
- Presentation Skills
- Problem Solving
- Critical Thinking
- Decision Making

Corporate Banking

Location | **Chicago, Cleveland, Houston, New York, San Francisco, & Seattle**

About the Internship

KeyBanc Capital Markets' Corporate Banking Group is a nationally focused relationship management group, operating through regionally dedicated offices in Atlanta, Chicago, Cleveland, Houston, New York, San Francisco and Seattle. The Corporate Banking Group serves clients across the middle market, in a variety of capacities spanning the breadth of Corporate and Investment Banking disciplines. From a Corporate Banking perspective these capabilities include Lending, Leasing and Commercial Payments solutions. From an Investment Banking perspective, capabilities extend across Debt & Equity Capital Markets, Derivatives, Foreign Exchange and Mergers & Acquisitions Advisory. With clients ranging in revenue from \$100 million to over \$5 billion, Corporate Banking has served as a trusted advisor to middle-market companies across a variety of economic cycles.

What previous interns are saying

Zach Bradford

Currently Analyst II Corporate Banking
Former Corporate Banking Summer Analyst

What types of projects did you work on?

Each day as an intern was exciting and different. I assisted the analysts and associates on our team with both short- and long-term projects for Relationship Managers. This included compiling materials for pitchbooks, client research, and prospecting. Also, I worked on a Capstone Project creating company and relationship overview slides for 10+ Corporate Banking prospects.

What are the top skills you used during your internship?

- Financial Acumen
- Financial Modeling
- Strategic Thinking
- Written & Oral Communication Skills
- Problem Solving
- Critical Thinking
- Decision Making

Debt Capital Markets

Location | **Cleveland & New York**

About the Internship

The Debt Capital Markets team structures, markets and executes debt financing transactions for corporate and sponsor (private equity) clients in a wide range of industries. Common financing scenarios include acquisitions, dividend recapitalizations, debt refinancing, leveraged buyouts and working capital facilities. The Debt Capital Markets team raises debt capital for clients primarily through the bank, institutional term loan, high yield and investment grade bond markets.

Debt Capital Markets Groups & Project Work

Corporate Syndications

Olivia Bush

As an intern in corporate syndications, you spend a lot of time researching companies and their capital structures. I examined financials and leverage ratios and helped analysts and associates to come up with pitch materials. I then helped to create the pitchbooks that were presented to clients.

High Grade/High Yield

Aria Tabatabai

During my internship I worked on RPF's and Excel files with investor information. I learned about debt-structuring, how to put together PowerPoint slides for presentations, and conducted general research about potential clients.

Leveraged Finance

Kara Kuhnash

This summer I served as a Summer Analyst within the Leveraged Finance group. My chief responsibilities included helping wherever the Leveraged Finance team needed me such as drafting pitch books, evaluating debt, analyzing and projecting financial information, and brainstorming solutions for our private equity sponsors. Specifically, I was completing New Deal Reviews ("NDR's") on a daily basis, reviewing Confidential Information Memorandums ("CIM's"), and connecting new opportunities coming to market with prior opportunities using market comparable. As I am sure every intern would say, every day was different. Leveraged finance is something not covered in a lot of major mainstream news sources like the Wall Street Journal so I enjoyed spending my summer learning the underlying supply and demand mechanics of the leveraged loan market, the differences between the various credit facilities, and understanding which combination to use and how much to appease our clients while crafting something that can clear the open market.

Loan Syndicate, Sales, & Research

Jack Brant

I was fortunate to work on many live deals and collaborate with each member of my group. We had multiple daily calls and I was included on lots of WebEx calls with other groups at Key, other banks, institutional investors, and corporate executives. My day consisted of listening in on these calls, working on projects alongside the full-time analysts, conducting research, and learning about the various software, tools, and resources deployed throughout the group.

Equity Capital Markets

Location | **Cleveland**

About the Internship

Connecting companies of all sizes with the public equity markets lies at the center of our investment banking business. From IPOs to follow-on, convertible, at-the-market and other public market offerings, KeyBanc Capital Markets teams are led by senior investment bankers with deep industry expertise. We help our clients succeed in raising the equity capital they need to reach their business goals, complete acquisitions and make foundational investments in their future.

We are dedicated to our specialization in the middle market. Senior investment bankers lead each of our teams, so every client receives attention from experienced professionals and robust after-market support, including research conferences in our industry verticals.

Our investment bankers specialize in specific industries, bringing deep relationships that connect our clients with both capital sources and other companies in related fields.

What previous interns are saying

Brian Tucci

Current ECM Analyst II
Former ECM Summer Analyst

What types of projects did you work on?

As an intern I was staffed with projects that were manageable to complete but also helped me grow and expand my knowledge of our team and platform. By the end of the summer, I was completing projects that were being used in pitches and capabilities decks. My typical day was supporting the junior bankers in whatever capacity needed that day and sitting in on as many calls as I could, whether internal or external.

What does collaboration look like at Key?

As an intern, I thought that Key's culture was collaborative. Now as an analyst, I realize how collaborative it is not only within my group but within the bank as a whole. I constantly find myself working with different bankers from all over our platform on a daily basis.

Equity Research

Location | **Cleveland, New York, Portland**

About the Internship

The Equity Research group is responsible for producing analysis, recommendations, and reports on investment opportunities that institutional investors may be interested in. Our Senior Analysts specialize in specific industries, providing recommendations on public companies as well as expert knowledge on their sector. Our equity research coverage includes Basic Materials, Consumer, Energy, Healthcare, Industrial, Real Estate, and Technology.

What previous interns are saying

Chandana Madaka

Incoming Equity Research Associate
Former Equity Research Summer Associate

What types of projects did you work on?

I worked on research reports that took information from earnings reports, calls with management, and more. I also completed an intern project that allowed me to focus on one company and put forward my best skills on creating a pitch deck, charts, graphs, and a model for a company. The most exciting part was being able to write paragraphs that would later be published in reports or earnings updates.

What was it like interning with Key during the pandemic?

Key is very community minded, and everyone I met virtually was more than happy to provide the insight they could. They tried their hardest to make the internship experience enriching for all during a tough time.

Financial Services

Location | **Cleveland**

About the Internship

The Financial Services Group (FSG) provides a comprehensive suite of corporate and investment banking services to a broad base of blue-chip clients. FSG's services include capital raising through both the debt and equity markets, treasury and enterprise commercial payments solutions, investment management and strategic advisory transactions. FSG serves publicly- and privately-owned companies operating in the Property & Casualty, Life & Annuity, and Health Insurance markets as well as public accounting firms, insurance broker-dealers, asset managers, specialty finance, consumer lending and more.

What previous interns are saying

Samantha Cumley

Financial Services Analyst

Former Financial Services Summer Analyst

What types of projects did you work on?

Every day is a different analysis or pitch deck. A lot of my time was spent working on deals. Company research was a big component of that work. I would take a first crack at the research then partner with an Associate to prep for turning that work over to a Senior Banker. The work was ultimately shared with the client. I also did a fair amount of analysis of our portfolio and industry research. The biggest project I participated in was for a Managing Director. It was a research project that culminated into a re-design of our base pitch slides, which are the slides we share with clients and prospects regularly. It was really rewarding to see the new slides I created as an intern were still being used when I came back as an Analyst.

How would you describe Key's culture?

Key employees work hard, but this is a team effort. Everything we do is about building better solutions for our clients and that requires a lot of collaboration with product teams and other partners. Company culture has illustrated that my ideas are as important and as valued as someone who is perhaps higher level than me. I've worked hard, have a continuous learning mindset and I've proven myself. I feel very respected on my team. Key's focus on its people is the quality that attracted me the most to Key. Key especially values its recent graduates, and the new ideas fresh minds bring to the table.

Financial Sponsors

Location | **Chicago & New York**

About the Internship

Our professionals are able to bring financial sponsors to appropriate companies seeking investment, and to access a deep pool of equity investors interested in middle market companies. Once all parties are at the table, we move into execution. We leverage the resources of KeyBanc Capital Markets® to deliver M&A advisory services, debt and equity capital markets and leveraged finance solutions. Working with many financial sponsors time and time again, we bring our trusted partners opportunities on a regular basis, with the understanding that when we commit, we get the deal done. KBCM's highly specialized teams are able to deliver financial sponsors to companies in need of investment within multiple industries.

What previous interns are saying

Rachel Lyons

Current Financial Sponsors Analyst II
Former Financial Sponsors Intern

What types of projects did you work on?

Interning in the Financial Sponsors Group (FSG) provides an extremely unique banking experience. During my internship, I contributed to deal processes across the full spectrum of the investment bank, including all product groups – M&A, ECM, and DCM – and across numerous industry groups – Consumer, Healthcare, Industrials, and Technology. Since the FSG team mostly covers private equity firms, I was able to develop a deeper understanding of private equity operations through client meetings and discussions with the team. I also enjoyed joining company presentations where C-Suite management teams provide detailed insight into their operations and then sharing my notes with the senior FSG team. Additionally, I contributed slides to multiple client decks and detailed overviews of covered sponsors for deal processes. I most enjoyed accompanying the Managing Directors to their meetings with private equity firms.

How has Key contributed to your career development?

My team members are always eager to answer questions and show me what they are working on, helping me develop a deeper understanding of the deal process. About halfway through my internship, I had a feedback session with the junior team to discuss which projects I find most interesting, and they made every effort to staff me on similar opportunities.

Healthcare | Cain Brothers

Location | **New York & San Francisco**

About the Internship

We deliver innovative solutions and fresh ideas to our clients in mergers & acquisitions, debt and equity financing, and strategic and financial advisory from our offices across the country. Our deep knowledge of the industry is matched with the know-how needed to efficiently execute the most complex transactions of all sizes. With our exclusive focus on healthcare services, medical technology and life sciences, we have an unobstructed view of this rapidly evolving industry that enables us to provide unique perspectives to our clients.

What previous interns are saying

Cameron Wang

Current Cain Brothers Analyst II
Former Summer Analyst

What types of projects did you work on?

I worked on two different live deals during my time as an intern at Cain Brothers. Both deals provided me with meaningful experiences of what was expected as a first-year analyst. I was able to integrate with both deal teams and have a significant amount of exposure to senior level management, both internally and externally. There was no typical day as an intern - we learned something new everyday, whether it be PowerPoint skills, Excel shortcuts or information on the different healthcare sub-verticals.

Ethan Glickstein

Current Cain Brothers Analyst
Former M&A Summer Analyst

What types of projects did you work on?

I interned with KBCM M&A and joined Cain Brothers full-time. As an intern a typical day included meeting up with my deal team, receiving projects and work throughout the day, coffee chats, listening into calls, preparing client facing materials.

Industrial

Location | **Chicago, Cleveland, & New York**

About the Internship

Our Industrial group provides investment banking services targeting middle market industrial companies and industrial-focused financial sponsors. Service offering includes M&A advisory and capital markets capabilities ranging from public and private financing to equity issuance. The Industrial group is both deal origination and execution focused, presenting a great opportunity to engage in pitches and deal execution across a wide breadth of financial services.

What previous interns are saying

Daniel Fruchter

Incoming Industrial Analyst
Former Industrial Summer Analyst

What types of projects did you work on?

During my internship, I had the opportunity to work on various projects, such as pitchbooks, newsletters, and marketing materials. These projects enhanced my skillset and provided great insight into the industrial sector. On a typical day, I would speak with my supervisor in the morning to discuss the day's schedule and review any outstanding tasks. While the nature and scope of my work varied most days, my work usually consisted of creating presentations, drafting newsletters, and conducting research. In addition, most of the days included networking events, which allowed me to meet and speak with other interns and Key employees.

How would you describe Key's culture?

I found Key's culture to be extremely inclusive and collaborative. Throughout my internship, everyone I worked or interacted with was extremely friendly and approachable. Overall, Key's culture made me feel very comfortable, and it made the internship experience very enjoyable.

Mergers & Acquisitions

Location | **Cleveland**

About the Internship

Orchestrating a successful transaction is both a business endeavor and an art form, requiring knowledge of industry and market subtleties. The KeyBanc Capital Markets® mergers and acquisitions teams are fiercely dedicated to analyzing the multitude of complex factors together with an understanding of our clients to realize a successful transaction. We leverage our deep investment banking expertise and expansive networks of both private equity firms and corporate relationships to deliver a full range of M&A options.

Every mergers and acquisitions team is led by a senior investment banker backed by the full resources of our debt and equity capital markets platforms, including our fixed income, institutional equities and private capital groups. In the past decade, we have advised more than 500 companies on strategic mergers and acquisitions, many in the middle market and within our industries of specialization.

In addition to our buy-side advisor services, we work on exclusive sales, divestitures, tender offers, joint ventures, strategic alliances, takeover defense, recapitalizations and restructurings.

What previous interns are saying

Georgio Bou-Anak

Mergers & Acquisitions Analyst I

Former Mergers & Acquisitions Summer Analyst

What types of projects did you work on?

Throughout the summer, I worked on 3 deals in different stages of the M&A process. On my first deal, I helped with scrubbing files to upload into the virtual data room for the buyer due diligence process. On my second deal, I helped put together process update decks for meetings with our client. On my third deal, I helped updating the CIM. Additionally, me and the other interns in the M&A group got to do an abridged pitch that we presented to the entire group. Apart from the deals and project, a typical day as an intern involved a lot of networking with people from my group, as well as others. Additionally, there were a lot of info sessions for interns to attend that familiarized us with different software packages and areas of the bank.

What are the top skills you used during your internship?

- Financial Acumen
- Financial Modeling
- Strategic Thinking
- Written & Oral Communication Skills
- Presentation Skills

Mosaic

Location | **Portland**

About the Internship

Mosaic delivers exclusive access to today's leading private company executives and senior technologists across emerging themes and disruptive technologies impacting both the technology sector and traditional industries.

Our team works directly with our institutional investor clients and our executive industry leader community, as well as our partners in Equity Sales, Trading & Research to identify thematic areas of investor interest, including cross-industry intersections, tech-driven disruption, and evolving competitive landscapes.

To meet our clients' needs, we design, curate, and moderate events & discussions between institutional investors and private company executives with visibility and experience around those interest areas. Investors and private company executives both benefit from these collaborative and informative discussions, via insights gained as well as through collaborative relationships.

What previous interns are saying

Ava Jodlowski

Incoming Mosaic Analyst

Former Mosaic Summer Analyst

What types of projects did you work on?

As part of the preparation for the Mosaic Future of Tech Series summit, I consolidated team notes for 50+ client agenda planning calls using a standardized note template. In addition, I organized industry leader invitation tracking and managed client schedules in the MeetMax software. I was able to host several meetings per day for the FoTS event as well. A typical day as an intern at Mosaic started out with a group huddle, followed by several phone calls/ meetings with clients that I was able to listen in on and usually ended with chats and some spreadsheet/note organization and consolidation. I also met with several professionals in other areas across KBCM to get a better idea of what their position is like on the daily.

How would you describe Key's culture?

Key's culture is very much relationship-based and inclusive. The other Key employees I worked with prioritized relationships with each other as well as clients, using skills such as active communication and follow-up. In addition, Key is very collaborative, working on teams to complete tasks and provide the best client experience.

Oil & Gas

Location | **Houston**

About the Internship

Together with the broader KeyBanc Capital Markets platform, our capabilities include corporate lending, debt and equity capital markets, M&A/A&D advisory, private placement advisory, commodity hedging derivatives and equity research, among others. Our oil & gas corporate lending commitments total approximately \$2.3 billion across more than 60 clients, and since 2016, we have participated in more than 50 equity and debt offerings totaling over \$23 billion. The Oil & Gas team's senior investment bankers offer deep domain expertise, bringing an average of nearly 20 years of corporate finance and energy industry experience.

What previous interns are saying

David Weber

Incoming Oil & Gas Investment Banking Analyst
Former Oil & Gas Investment Banking Analyst Intern

What types of projects did you work on?

There were a variety of projects that I worked on throughout the duration of the internship. One such project was assisting analysts in the group with the various deals they were working on at the moment. For example, I would analyze the LOI's provided for a certain deal and model this information to determine which LOI contained the best terms for the company that was being advised. Another project that I worked on was creating a presentation regarding the merits of an IPO versus a merger for a private E&P company. As a part of this project, I was able to expand my knowledge of the Oil and Gas industry and I was able to gain experience building a NAV model.

What was a typical day like with in your role?

In a typical day I would monitor recent deal activity within the industry and provide a synopsis of the deal information to the team. On top of this, I would typically conduct market research and assemble deliverables for the team. As a byproduct of this internship, I was able to improve my financial modeling skills, presentation skills, time management skills, and ultimately my analytical skills as well. This internship has equipped me with the ability to excel in the industry and I look forward to working full time at Key.

Public Finance

Location | **Cleveland, New York, San Francisco, & Seattle**

About the Internship

Our Public Finance Group professionals advise, structure and execute financings for governmental issuers, non-profit entities (including those in the healthcare, development finance and higher education sectors, among others) and corporate, tax-exempt borrowers to deliver strategic solutions that help clients achieve their financial goals. The Public Finance Group operates out of thirteen regional offices across the country and has underwritten more than \$65 billion in municipal bonds since 2015, with individual issues ranging from \$250,000 to over \$1 billion. KBCM has been committed to expanding its presence in the municipal finance industry, which is evidenced by its recent acquisition of Cain Brothers & Company, LLC (“Cain Brothers”) in October 2017. Cain Brothers is a pre-eminent healthcare-focused investment banking and public finance firm that specializes in healthcare providers, healthcare services, life sciences and medical technology.

What previous interns are saying

Arman Azad

Incoming Public Finance Analyst
Former Public Finance Summer Analyst

What types of projects did you work on?

I worked on deal materials related to several transactions for internal and external use. In a typical day, I listened in on calls for different deals which allowed me to gain exposure to transactions at different stages in the pipeline. I worked on various deliverables such as weekly market reports, comparable transactions and investor presentations.

What did you enjoy the most about Key’s internship program?

- Direct Coaching
- Feedback on Performance
- Key’s Culture
- Relationship Amongst Teammates
- Meaningful Project Work
- On-the-Job Training

Real Estate

Location | **Boston & Cleveland**

About the Internship

Our KeyBanc Capital Markets platform provides full-service financing for all types of Real Estate Investment Trusts (REITs) and private owners of real estate, from both the public and private equity markets, and includes joint venture funding and both buy-side and sell-side advisory services. We provide complementary services to KeyBank Real Estate Capital, which provides debt-side solutions. In the last decade, we have managed more than 250 transactions that delivered more than \$56 billion in financing, including specialized services for non-traded REITs, triple net transactions and student housing.

What previous interns are saying

Will Herman

Real Estate Investment Banking Analyst
Former Real Estate Investment Banking Summer Analyst

What types of projects did you work on?

There were a variety of projects I worked on over the course of the summer. Primarily, I was on a team working to put presentations and models together to pitch clients on a variety of solutions. Specific deals I worked on were related to Strategic Alternatives for companies looking to raise capital, sell their assets, or recap their portfolios. The deals gave me a great overview of types of transactions that take place in the Real Estate Investment Banking world, and how each step of the process plays out. Luckily, the deals I worked on were in several different spaces, so I got to learn about retail, industrial, seniors housing, storage, and multifamily Real Estate sectors over the course of one summer which was super interesting.

What was a typical day like in your role?

I would usually get to the office around 9am. Daily tasks depended on the project I was working on, so each day was different. I would work on whatever was most pressing for the deal I was on at the time. Examples of tasks included pulling data/demographics from Real Estate specific websites, aggregating and organizing financials in excel, formatting slides, taking notes on calls, etc. All very standard to any Investment Banking role. Outside of deal specific work, the internship gave me the opportunity to network with not only members of my team, but bankers across KBCM, which I thought was unique and allowed me to grow professionally.

Sales & Trading

Location | **Chicago, Cleveland, & New York**

About the Internship

KeyBanc Capital Markets provides high-touch equities sales and trading services for institutional investors through multiple sales offices and trading floors across the country. Together with our award-winning equity research group, our equity sales team provides institutional clients with investment ideas that span the Consumer, Energy, Industrial, Basic Materials, Real Estate Investment Trusts (REITs), Healthcare, and Technology industries.

Our Equity Sales team works closely with portfolio managers to understand their needs and inform investment strategy execution, sponsoring 250 non-deal management roadshows a year and several conferences that provide investor access to C-suite institutional clients.

Our Equities Trading team combines domain expertise in middle market companies with state-of-the art algorithmic trading capabilities that help us obtain best execution on behalf of our institutional investor clients.

What previous interns are saying

Nicolette Frasco

Incoming Sales & Trading Analyst
Former Sales & Trading Summer Analyst

What types of projects did you work on?

My experiences as a Sales & Trading Intern spanned across both the equities and fixed income desks. With traders and salespeople on the equities desk, I was able to sit in on the morning calls daily, articulate my own stock ideas, and utilize Bloomberg for numerous functions. One project, in particular, was monitoring block trades for any interesting activity that could be useful to Key traders. With the fixed income desk, I monitored and recorded new issues and presented them to all the fixed income traders in their morning meetings. Every day was new and saturated with exciting activities and information. Talking with our mentors daily was an integral part of the learning process.

How would you describe Key's Culture?

Key maintains a client-centric culture while simultaneously prioritizing the well-being of its employees. Key propels its employees to succeed by supporting them along the way with an accessible team of upper management and abundant resources. Everyone at Key seems to have spent a large portion of their career there and their testimonials portray the positive and healthy culture Key maintains.

Technology

Location | **Boston, Charlotte, New York, Portland, San Francisco, & Seattle**

About the Internship

KBCM's Technology Group operates at the leading edge, where global connectivity and the continuing evolution of technology is fueling unprecedented change across all industries. We apply our knowledge of the drivers of value creation, a network of relationships and a comprehensive suite of corporate and investment banking services to assist our clients in gaining competitive advantage and achieving superior returns from the seismic shifts occurring in technology and its broader impact. Through a highly specialized team of institutional sales and trading, equity research and investment banking experts, we offer a broad spectrum of financial tools and products, including equity and debt capital markets, M&A advisory, syndicated finance and other corporate banking services.

KBCM Technology Group specializes in a variety of sectors, including:

- Communications & Infrastructure
- Energy & Industrial Technologies
- FinTech
- Internet
- Software & Security
- Tech Services

(Note: Sector coverage varies by office location.)

What previous interns are saying

Bryan Nguyen

Incoming Technology Analyst

Former Technology Summer Analyst

What types of projects did you work on?

As an intern, I worked on a variety of projects including collaborating with my team to complete M&A, debt, and equity pitches as well as project management related projects. A typical day for an intern in my business varies greatly because every day is different. One day you may be on several calls with investors and business owners while another day you may be working on financial modeling for client' transactions. Despite this, you can always expect to be working closely with your team and learning something new each and every day.

What are the top skills you used during your internship?

- Analytics & Insight
- Financial Acumen
- Financial Modeling
- Written & Oral Communication Skills
- Presentation Skills

Utilities, Power, & Renewable Energy

Location | **Cleveland, New York, & San Francisco**

About the Internship

KeyBanc Capital Markets Utilities, Power & Renewable Energy group provides innovative and bespoke financial and advisory solutions through deep industry knowledge to meet the needs of both public and private sector clients involved in building, owning and operating energy infrastructure.

Select Achievements:

- Raised \$100+ billion in debt and equity financing, while assisting in over \$3 billion in M&A transactions for our Utility & Power clients
- Raised debt capital for 500+ projects in 34 states since 2010, representing over 22.0 GW of renewable energy generation
- Advised on the sale of over 3.9 GW of energy assets since 2012

What previous interns are saying

Dennis Xiao

Incoming Utilities, Power, and Renewable Energy Analyst
Former Utilities, Power, and Renewable Energy Summer Analyst

What types of projects did you work on?

I worked on pitch decks, financial models, and an intern case study. A typical day would entail hopping on various calls and taking notes, working on PowerPoint or Excel, and a lot of collaboration.

What are the top skills you used during your internship?

- Analytics & Insight
- Financial Acumen
- Financial Modeling
- Strategic Thinking
- Written & Oral Communication Skills
- Relationship Management

What was the top reason you decided to join Key and accept a return offer?

- Company Culture