

2021 Client & Strategy Leadership Program

Our Program

Our highly selective, 24-month leadership program is committed to preparing high-potential candidates to become the future world leaders of the financial services industry. By working on impactful initiatives across client management, strategy, and our lines of business, you will receive a panoramic view of BNY Mellon's entire global franchise and gain rare, intimate insights into the workings of the financial ecosystem, our clients, and one of the world's largest banks.

WHAT'S IN IT FOR YOU

By participating in this program, you will...

- Build and refine sought-after, highly transferable skills needed to be successful in a wide range of business leadership roles
- Contribute meaningfully to global strategic initiatives and top enterprise priorities — a truly unique level of experience amongst analyst programs
- Gain unparalleled exposure, working daily with our senior leaders and our clients' executives
- Receive personalized career guidance, coaching and support from a dedicated executive mentor
- Be considered for high-impact roles across the enterprise upon successful completion of the program

YOUR RESPONSIBILITIES

You will play a critical role and gain hands-on experience by:

- Supporting enterprise relationship management for our most impactful global clients and strategic alliances
- Conducting primary research to identify opportunities for relationship development, revenue growth, and partnerships
- Briefing senior executives in response to major client and industry events
- Collaborating with individual business and functional leaders worldwide to help shape their priorities and contribute to the enterprise strategic narrative
- Helping to source and incubate cross-business/new business ventures

Who We Are

OUR CLIENTS¹

70%
of the Fortune 500

93%
of the Top 100 Investment
Managers Worldwide

94%
of the Top 100 Banks Worldwide

OUR BUSINESS

35
countries where we operate²

\$2.0 T
assets under management³

\$37.3 T
assets under custody and/or
administration⁴

¹ Fortune 500: Fortune, Time Inc. ©2019; Investment Managers: Pensions & Investments, P&I Crain Communications Inc. ©2019; Banks: relbanks.com, Relbanks.com ©2011-2018; BNY Mellon client data as of February 2020.

² We deliver informed investment management and investment services in 35 countries, with a workforce of 48,300 employees (as of June 30, 2020).

³ Excludes securities lending cash management assets and assets managed in the Investment Services business (as of June 30, 2020).

⁴ As of March 31, 2020. Includes the AUC/A of CIBC Mellon Global Securities Services Company ("CIBC Mellon"), a joint venture with the Canadian Imperial Bank of Commerce, of \$1.3 trillion at June 30, 2020.

OUR IDEAL CANDIDATE

- Current undergraduate student graduating in 2021
- Outstanding record of academic achievement
- Major in Finance, Economics, or a related field of study (preferred)
- Intellectually curious and interested in the future of financial services
- Exceptional interpersonal and communication skills
- Aptitude for analytic thinking and problem solving
- Team-oriented and able to thrive in a fast-paced, global working environment
- Prior experience at a top-tier bank, consulting firm or technology company (preferred)

WHO WE ARE

At BNY Mellon, we power individuals and institutions to succeed across the financial world through a comprehensive suite of investment services and investment management solutions. We continue to strive to create differentiated value for our clients, help them build and scale resilient operating models, and better enable them to perform with excellence.

We are proven stewards with scale and among the market leaders in almost every aspect of managing and servicing financial assets, making us vital to the smooth functioning of the world's financial markets. Our broad and unique perspective helps us to anticipate future client needs and drive innovation. We also embrace an open and objective ecosystem, engineering the best solutions for our clients by partnering with other financial institutions and tech firms. In this manner, we are able to expand our product portfolio and provide our clients with greater flexibility, quality, transparency and efficiency.

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As the Executive Sponsor of the Client & Strategy Leadership Program, I am thrilled about the diverse perspectives and experiences this key talent brings to the company, particularly as we embrace an exciting and transformative time for BNY Mellon and financial services.”

Akash Shah

Senior Executive Vice President, Head of Strategy and Global Client Management



BNY Mellon is an Equal Employment Opportunity/Affirmative Action Employer. Minorities/Females/Individuals With Disabilities/Protected Veterans. Our ambition is to build the best global team – one that is representative and inclusive of the diverse talent, clients and communities we work with and serve – and to empower our team to do their best work. We support wellbeing and a balanced life, and offer a range of family-friendly, inclusive employment policies and employee forums.

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Be a Part of Our Journey

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For More Information

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