Debt Capital Markets (DCM) Banker

Subsector: Investment Banking

Job Family: ECM/DCM

Impact Level

Today, this role is relationship-centric, using RPA to automate non-core tasks, and Advanced Analytics to provide insights to enhance the robustness of decisions.

Medium Impact

Consolidated Activities

	Today	Future
Relationship Management and Deal Origination	Execution requires personal networks and relationships. Machine learning (AI) is being considered for predicting the clients' best position for follow-on bond/loan offerings.	Sentiment analysis can support the prioritisation of client outreach efforts.
Deal Structuring and Advisory	Execution requires deep technical knowledge and a high level of judgment to handle bespoke and complex services.	Predictive analytics with access to new sources of data can help in the timing and structuring of deals such as helping to understand how a potential bond issuance is being perceived.
Deal Syndication and Loan Origination	Execution requires the development of strong personal networks and relationships. Today, RPA is being explored to expedite compilation of information.	Digital platforms can improve the efficiency of price-setting via auction models and innovations that improve the connection between the issuers and dealers, allowing them to exchange data more efficiently.
Sales and Placement Support	Execution requires personal networks/ relationships but can be enabled by technology.	Cloud-based content automation solutions can enable faster/automated creation of prospectus', term sheets, sales memos, etc.

In the next

3-5 years ...

This role will continue to be responsible for the origination, structuring, advisory and syndication in debt capital raising efforts of clients. It also includes sales support for marketing and distribution of debt securities.

Skills Differentiators:

▸ **Data Interpretation and Analysis:** The job holder will possess skills to interpret markets and results of the analysis for further action.

▸ **Influencing and Negotiation:** The job holder will pitch their ideas on debt issuances to their clients, delivering impactful exchanges and discussions to obtain buy-in.

▸ **Advanced Digital Acumen/Literacy:** Whilst proficiency in valuation and modeling remains critical, the job holder must upskill to leverage more advanced technology which will allow the processing of larger data sets.

▸ **Advisory:** The skill will continue to be critical as the key focus of this role is to deliver data-driven advice to organisations, sovereigns, or agencies to raise debt.

▸ **Stakeholder Engagement:** The job holder will need to be able to develop a strong network of internal and external contacts, as well as balance the interests of complex stakeholders.

RPA | Advanced Analytics | AI