Equity Capital Markets (ECM) Banker

Subsector: Investment Banking

Job Family: ECM/DCM

Impact Level

Today, this role is relationship-centric, with RPA solutions automating non-core tasks and Advanced Analytics providing insights into data-driven origination opportunities.

Medium Impact

Consolidated Activities

	Today	Future
Relationship Management and Deal Origination	Execution requires leveraging personal networks and relationships. Machine learning is now being used in predicting recommendations for clients who are best positioned for follow-on equity offerings.	Sentiment analysis can further 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.
Deal Syndication and Underwriting	Execution requires personal networks and relationships, especially with other banks in underwriting efforts. RPA can expedite compiling information.	Distributed ledger technology* could present an opportunity to directly issue shares with less costs and friction.
Sales, Placements and Post-IPO Support	Execution requires personal networks/ relationships, but can be enabled by technology. Standardised pitch book templates are available today, but not favoured by clients and bankers mainly due to the perception of 'recycling' presentation materials.	Machine learning can be used in the post-IPO support phase.

In the next

3–5 years ...

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

Skills Differentiators:

▸ **Data Interpretation and Analysis:** The job holder will possess the ability to interpret markets and results of analysis for further actions and enhanced decision making.

▸ **Influencing and Negotiation:** The job holder will need to be able to defend the validity of their ideas and ultimately bring together the parties that are part of the transaction.

▸ **Advanced Digital Acumen/Literacy:** While proficiency in modelling and calculations remains critical, job holder must upskill to leverage more advanced technology to process larger data sets.

▸ **Project Management:** Equity syndication requires strong project management skills to follow through with deal execution processes and work effectively with different parties both internally and externally.

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

RPA | Advanced Analytics | AI

*Proof of concepts have taken place with issuance in private markets