



**Job Specialization:**

Per U.S. federal laws, this is an UNPAID internship opportunity WITHOUT entitlement to a paid job. A reference letter that reflects your real performance can be offered on an application basis. By working closely with your school, we will be able to offer official school credits on an application basis. The internship program will be a formal technical and clinical hands-on education training program.

The longer you stay, the better you perform, the more the below exciting work opportunities and clinical hands-on training opportunities you will be able to experience in the cloud (online) and on the ground (on-site). Please read the below job specialization piece by piece, because an intern will have the opportunity to experience every piece for real:

**U.S. & U.K.-focused Deal Origination:**

- Identify qualified prospective U.S. and U.K.-based institutional clients who are primarily based in the United States and other western countries looking to strategic partners, license out their assets, or execute a liquidation strategy;
- Reach out to the identified prospective institutional clients proactively, and follow up in time if necessary, and schedule introductory meetings and conference calls with them for senior bankers;
- Identify strategic partners with a good fit for the identified prospective institutional clients by conducting database research, online research and other forms of secondary research;
- Develop pitch books;
- Develop accurate strategic partner lists; deliver strategic partner lists and pitch book to the prospective institutional clients on time;
- Schedule catch-up calls or meetings with prospective institutional clients;
- Manage engagement letter preparation and execution;

**U.S.-focused Global Deal Execution (U.S., Europe, Asia Pacific & Middle East):**

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- Strategic Partners CEOs, Managing Partners, and other chief officers identification and contact information search;
- Send marketing materials and schedule online meetings and conference calls with prospective institutional clients;
- Strategic Partners and prospective institutional clients online meeting and face-to-face meeting organization and hosting;
- Presenting highlights of the engaged client company to CEOs, Managing Partners, and other chief officers on the strategic partner;
- Manage the execution of legal documents such as non-circumvention and non-disclosure agreement and non-disclosure agreement (NCNDA);
- Perform four-way corporate valuation;
- Construct and maintain data room;
- Manage due diligence;
- Letter of Intent reviewing and execution management;
- Review transactional contracts;
- Manage confirmatory due diligence;
- Support negotiation.

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