

Mansi Verma (Class of 2010, IIML)

Summer Internship experience:

The Internship with Citibank, in its Commercial Relationship Banking division, was a wonderful experience. Every day came with new challenges as well as opportunities to out-perform myself. My team was always willing to help me with every doubt no matter how trivial it was. Everyone in the office was approachable and willing to render help. The culture at Citibank is one of mutual respect and openness. There are no closed doors- you can walk right into the offices of the top managers/ business heads and speak to them directly. The enthusiasm in the organization is highly contagious, which makes you want to go that extra mile. Also you get to interact with the very best in the industry and from day one you are entrusted to do things your own way.

Project Description:

My project involved identification of New Growth Opportunities in the Small and Medium Enterprises segment for Citi's Commercial Relationship Banking (CRB) division. It required in-depth analysis of five key upcoming sectors of the Indian economy with respect to their potential for contributing to the growth of CRB unit. The objective was to identify prospects in these sectors, understand their banking requirements for CRB unit to leverage its strengths and effectively cater to their needs.

The project helped me develop a good grasp of the entire gamut of financial products and solutions that Citi provides to its corporate customers. A day at the backend office made me appreciate the complexity of banking operations. The client interfacing part of the project was especially challenging as it called for sound preparation prior to client meetings. This entailed mapping the services offered by Citi to the nature of financial services required by the prospects' business activities. The client meetings, which were usually with a company CFO or Finance Director, was the most exciting bit. A chance to sit face to face with the key decision makers of a company to discuss their financial requirement was something exceptional. Each interaction was a unique learning opportunity and made me realize the significance of banking for growth of corporates.

Abhishek Venkatesh (Class of 2010, IIML)

Summer Internship experience:

My summer internship at Citibank was an enriching experience wherein I got exposure to the world of corporate banking. I got an opportunity to work on analyzing sector-wise FDI in India and add value to the Citibank by identifying key new clients. I learnt about the MNCs dealing in the core sectors of Indian economy & polished my knowledge of how valuations of companies are done. All in all the internship was a wonderful learning experience.

Project Description:

My summer internship provided me an opportunity to gain valuable work experience in a dynamic global industry with the world's leading financial institution Citibank wherein I worked on analyzing the FDI into core sectors in India. Though the Global Subsidiaries Group I belonged to was well entrenched in the FDI space in India, the biggest challenge for me was to identify new clients in various sectors and thereby add value to the organization.

My focus during the internship was to try to earn more responsibility, was self motivated and got the job done, took initiative and tried to be proactive, did my best to stay focused, and most importantly, identified the value I personally tried to bring to the organization. What made the experience most exciting was to work with some of the best and brightest people in the financial markets industry and, to say the least, my internship at Citi went way above my expectations.

Gaurav Arya (Class of 2010, IIML)

Summer Internship experience:

I had a wonderful experience as the only ICG intern in Chennai. Working with a relatively smaller team in Chennai, the entire team went out of their way to make me feel comfortable and included. Apart from learning about the Cash Management Services using Wallet Sizing, one of their GTS products as part of my project, due to the relative ease with which you could approach anyone on the team and their helpful nature I was also given the opportunity to learn a great deal about all the other products they offered as part of the GTS team to their customers. Overall, the Summers experience I had, far exceeded the expectations I had set out with.

Ateesh Kropcha (Class of 2010, IIML)

Summer Internship experience:

My two months time in Citibank GCG, Mumbai was a whole new experience for me. It took me some time to settle but once I did, I got to learn so much.

The freedom to do things the way you want them to and the flat organization structure, where everybody is equal and approachable, really stood out.

Good HR policies and a friendly, open office environment made it an experience I'll not forget in a hurry.

Vignesh Srinivasan (Class of 2010, IIML)

Summer Internship experience:

Citi is indeed one the best organizations to work for. My project brought me in touch with people from many departments which gave me an opportunity to interact with people of incredible talent and enthusiasm. The culture at Citi really stood out. From day one I was made to feel like an integral part of the organization. The two months at Citi, working in the CMO's office, was a great learning experience.