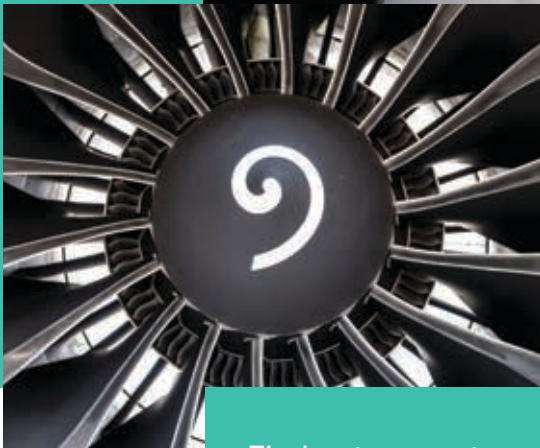


# Set your career for take-off



Find out more at  
[smbc.aero/careers/graduates](https://smbc.aero/careers/graduates)

Every year, we select a small number of high-flying graduates looking for opportunities in the fast-paced, global and dynamic business of aircraft leasing.

The graduate programme aims to identify potential future leaders of the company and develop a talent base for the future. Our graduates are given real responsibility and direct involvement on major projects as well as the opportunity to work with transaction team members. As you learn about the different parts of our organisation, you will also develop important relationships and build career enhancing skills all of which will allow you to make a real and immediate impact on our business.

AOIFE HAFNER | SVP COMMERCIAL  
ANALYSIS, MANAGEMENT GROUP SPONSOR  
OF THE GRADUATE PROGRAMME



**Welcome  
aboard**



**What are we  
all about?**



#### ABOUT THE PROGRAMME

SMBC Aviation Capital is a leading global aircraft leasing company. Our principal activity is leasing and trading aircraft, with a clear focus on investing in the most modern, technologically advanced and fuel-efficient aircraft that are highly sought after by our airline and investor customers.

Every minute, one of our aircraft takes off or lands somewhere in the world. With the strength of our shareholders, we give our airline and investor customers access to an exceptionally broad range of financial solutions. We also provide investment and aircraft management services.

We are owned and supported by a consortium of leading Japanese institutions, Sumitomo Mitsui Banking Corporation (SMBC), Sumitomo Mitsui Finance and Leasing Company Limited (SMFL) and Sumitomo Corporation.

Over 190 professionals work at our headquarters in Dublin, Ireland, and at locations in China, France, Hong Kong, Japan, the Netherlands, Singapore and the United States.



## ABOUT THE PROGRAMME

This programme is open to postgraduate students and final-year undergraduate students from all disciplines. Although your particular academic focus is not important, it would help to have an interest in financial markets and to share our enthusiasm for aviation.

Over 24 months, you will gain a true insight into our business and benefit from varied learning and development opportunities - allowing you to become a fully rounded professional and a valuable asset to our organisation. We are looking for academically strong graduates, natural leaders who are also team players, proven self-starters with a determination to succeed and excellent interpersonal and communication skills.

1

### BUDDY AND MENTOR

As well as access to senior leaders across SMBC Aviation Capital, you will also receive support from:

**YOUR BUDDY** – A recent recruit with first-hand experience to support you throughout the two-year graduate programme.

**YOUR MENTOR** – An experienced team member is assigned to you during the programme to support you and provide invaluable advice on any business challenges you face.

2

### TAILORED FOR YOU

You will be given real responsibility and direct involvement on major projects as well as the opportunity to shadow transaction team members.

As you learn about the different parts of our organisation, you will also develop important relationships and build career enhancing skills all of which will allow you to make a real and immediate impact on our business.

3

### IN THE HEART OF THE CITY

We are located in the heart of Dublin's International Financial Services Centre, with access to convenient transport, food and recreational amenities.

Our attractive, modern offices allow for teams to work together easily, with design features influenced by our Japanese owners. We have a strong CSR programme, varied sporting activities and regular team days. We also offer the opportunity to work with international offices in Europe, Asia and North America.

4

### GET HANDS ON

You will have to opportunity to get hands on with our aircraft assets whether in legal, tax, accounting and other professional services.



**A programme  
for high flyers**



John James joined SMBC AC in 2018 as part of the Commercial Analysis & Execution Team having graduated with a Bachelor's Degree in Aeronautical Engineering.

#### WHAT HAS YOUR FIRST YEAR ON THE GRADUATE PROGRAMME BEEN LIKE FOR YOU?

During the last year, I've worked on pricing potential leases, sales and acquisitions of a range of aircraft types. This has given me the opportunity to work with several different teams across the business.

I work closely with the Airline Marketing Team pricing deals for new aircraft which are leased globally. Similarly, I work with the Aircraft Trading Team on pricing aircraft sales to investors.

As a member of a transaction team, I get to interact with colleagues from every area of the business. The most interesting aspect of working with SMBC AC is the interaction you have with colleagues from very different backgrounds to my own. I love being on the frontline of deal analysis and having an active input in deal teams.

#### WHY WOULD YOU RECOMMEND OUR GRADUATE PROGRAMME?

SMBC Aviation Capital allow graduates the opportunity to showcase their ability by giving you real responsibility. Not only do graduates get exposure to various aspects of the business but their input is considered in the analysis of deals, driving business decisions.

# Graduate interviews




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“The most interesting aspect of working with SMBC AC is the interaction you have with colleagues from very different backgrounds to my own.”

JOHN JAMES KELLY | GRADUATE





Diana joined the Graduate Programme in 2017 in the Legal & Compliance team. Having completed a Masters in Aviation & Space Law at the University of Leiden in the Netherlands, Diana comes from Romania originally and moved to Ireland to join our Graduate programme. Following successful completion of the Graduate Programme, Diana joined our Transaction Execution team.

### WHAT ATTRACTED YOU TO THE GRADUATE PROGRAMME INITIALLY?

I have been fascinated by the aviation industry ever since I finished my Master's in Aviation Law at Leiden University in The Netherlands, where I was first introduced to the field of Aircraft Leasing. After some research, I realised that SMBC Aviation Capital is the only aircraft leasing company that has a Graduate Programme.

I was impressed by the structure around the programme itself. From the very beginning, I was assigned a “buddy” that helped ease me into day-to-day work, while the mentoring programme helped me to define my wider goals. Finally, the company has a strong reputation in the industry and I was very excited to have the opportunity to be part of the team.

### HOW HAS THE PROGRAMME ALLOWED YOU TO GROW AND DEVELOP?

The programme itself was highly focused on me as an individual and how I could enhance my skills. Professional development is at the heart of the programme and I was given regular guidance on how to achieve my goals. Furthermore, the pool of knowledge is immense. Colleagues are always willing to share their insight. Finally, you can always bring your fresh and innovative ideas forward and be sure that those ideas will be listened to and the input will be valued.

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**“The company has a strong reputation in the industry and I was very excited to have the opportunity to be part of the team.”**

**DIANA GALERIU | GRADUATE**



Barry is the Chief Financial Officer and the executive sponsor of the graduate programme. He has responsibility for finance, treasury, corporate accounting, taxation and information technology. He joined the company in 1997 and was appointed to the Board of Directors in 2007.

### HOW IMPORTANT IS THE GRADUATE PROGRAMME TO THE COMPANY?

Our people are our key differentiator. We want to grow a company that will continue to thrive throughout the next ten, twenty, fifty years. This programme allows us to attract the brightest and the most ambitious into the industry without them already being specialists in any field. This has the dual benefit of allowing the graduate to become familiar with how we do business combined with a holistic view of the interconnectedness of the different teams. Graduates also bring a different viewpoint and an energy that is essential to keeping a company vibrant and of its time.

### HOW DOES THE APPLICATION PROCESS DIFFER FROM OTHER COMPANIES?

Our recruitment process has to ensure that we not only attract the brightest and best but that they also fit into the diverse and unique culture that we have developed. However, we recognise that the process has to work from both sides in that the individual also needs to be comfortable with our culture and team. That is why the applicant will meet many people from across the organisation whether that is at the interviews or in the assessment centre. Having the right graduate is an important decision for us, so our senior management team including the CEO and myself are involved in meeting and interviewing all applicants that make it to the final round.

### WHAT'S THE ONE TRAIT YOU LOOK FOR IN A GRADUATE?

If I was to sum it up in one phrase it would be a can-do attitude. To me this manifests itself in many different ways from being confident in one's ability, to taking on new challenges, to ensuring that one works hard to deliver.

### YOU HAVE A DEGREE IN PSYCHOLOGY, HOW IMPORTANT IS IT TO ATTRACT GRADUATES FROM DIFFERENT BACKGROUNDS?

Neither the business nor any employee has all the right answers or insights in to what is an ever changing industry and world. In addition to a can-do attitude, the success of our business depends on being able to draw on many different types of learning and experiences. We will only thrive if we have inquisitive and critically thinking people from all walks of life that have an ability to work with each other. I am glad to say that our 180 professionals come from a variety of educational backgrounds including engineering, business, architecture, tax, science, law, finance and also from many different cultures.

### HAVE YOU ANY ADVICE FOR GRADUATES?

The world is full of opportunity so do something you enjoy and have an interest in. People who like what they do, typically flourish more naturally, always want to learn and most importantly get on with their colleagues, customers and suppliers which is a key to success.



**CFO**  
**interview**



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**“Our people are our key differentiator.”**

**BARRY FLANNERY | CFO**



# Set your career for take-off

1

## SEPTEMBER 30TH

Applications open online at  
[smbc.aero/careers/graduates](http://smbc.aero/careers/graduates)

2

## OCTOBER 25TH

Applications close

3

## NOVEMBER - JANUARY

If your application is successful,  
you will be invited to participate  
in some or all of the following:  
online assessments, telephone/  
video interviews, face to face  
interviews, assessment centres.

4

## FEBRUARY - MARCH

Offers made to candidates

5

## SEPTEMBER

Successful graduates begin  
programme

FOR MORE INFORMATION AND TO HEAR MORE  
FROM OUR GRADUATES VISIT OUR WEBSITE  
[SMBC.AERO/CAREERS/GRADUATES](http://SMBC.AERO/CAREERS/GRADUATES)

TWEET US

[TWITTER.COM/SMBCAVIATION](https://twitter.com/SMBCAVIATION)

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