

A Day in the Life of a Key Investment Services® (KIS) Intern



Here's what you can expect in our full-time Intern Program.

We asked Interns who've been through this career-path program to answer the most frequently asked questions about this position. Gary, in Cleveland, Ohio, shared some experiences as a KIS Intern.

Q. What is your typical day like in this Program?

The typical day could vary depending on whether the intern is in the branches or the home office. A day in the branches would include meeting preparation, huddles with the branch staff, and meetings with clients and product wholesalers. In the back office, interns will get a variety of experiences working with our compliance, product, operations, and client service teams.

Q. What areas can Interns rotate through in this program? And, how many rotations do you go through?

Our internship splits time between working in our back office with a variety of teams and also working in the branch network with Key Investment Services Financial Advisors. The intern will spend approximately four weeks in the field working with one of our local Advisors and their team of Licensed Bankers, including helping with meeting preparation, meeting with clients, and meeting with internal partners. The KIS back office rotation consists of working with five of our different internal teams.

Q. What is the typical career path for someone who starts as an Intern in this program?

A typical career path following an internship would likely begin in the Retail Management Associate Program as a licensed banker in the Community Bank. You would get licensed with FINRA and learn all aspects of banking, and work in a Licensed Banker role before progressing to a Financial Advisor role.

Q. What would you say are the most important traits an Intern needs to be most successful in this program?

There are three traits that are a definite advantage for an Intern to have:

- **Intellectual curiosity** – The KIS internship covers a wide range of material, and there is always something to be learned with each project. It is important to have a genuine interest to learn about what it is you are working on.
- **Positive attitude** – Strategy is a highly collaborative group, and it makes work a lot easier and more enjoyable if everyone has a positive attitude. Look at every upcoming job as an opportunity to grow and become a better Intern.
- **Flexibility** – Interns need to be able to shift their focus from sales to operations to compliance in a short period of time and may be called in to help with other projects on short notice.

Continued on page 2.

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Q. What is your favorite part of being an Intern in this program?

The KIS Intern has an opportunity to experience all aspects of our business within a short two-month timeframe, so whether you ultimately are interested in Sales or if you would prefer to move toward Compliance, Accounting, or Operations you will get a perspective of duties of each. You will also have ample opportunity to interact with all Senior Managers on a regular basis.

Q: What do I need to know before applying for the program?

Preferred Majors: Finance, Economics, Business Systems

Minimum GPA: 3.0 or above preferred

Certifications: Obtaining certifications is not required

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