

Meads Bay Trade, LLC

87 Walker Street, Floor 2 New York, NY 10013

Parameters for Proposed 2015 Student Internship

Requirement: One of the following: a strong familiarity with India or Pakistan (possibly including fluency in Hindi, Urdu, and/or another regional language), Mexico, or South America. Any applicants wishing to focus on Mexico or South America must be native speakers.

Company background:

Meads Bay Trade, LLC is a New York City and Boston based company that facilitates the trade and brokerage of physical commodities including coal, iron ore, agricultural products, and other mined materials. Physical commodity trade is distinct from commodity futures in that physical commodities do not trade on an exchange. Meads Bay also engages in occasional project finance work, especially in the mining sector. Meads Bay Trade maintains the highest standards of business practice and partners with established enterprises that share our commitment to excellence.

Primary goals for the internship:

Research, analyze, and network to identify new sources of commodities at the mine level and new buyers for commodities in appropriate markets—particularly in India, Pakistan, and South America (we generally view Latin America as providing potential sources for commodities, while India and Pakistan offer potential buyers). For this reason a strong familiarity with India or Pakistan is required, or native Spanish/Portuguese speaking proficiency. Participate in every stage of the trade process, including negotiations between buyer and seller (seller is typically the mine owner—which could be a publicly-traded company; examples of buyers are global investment banks, global trading houses, and end buyers—e.g. large Asian steel mills).

Intended takeaways for the intern:

- A heightened understanding of global physical commodity trading
- Direct experience in commodity sourcing
- Possible hands-on deal experience—including negotiation and structuring
- Forming a foundation that has many applications, from Wall Street to the private sector
- An increased business network

Specifics: compensation, work environment, candidate attributes, etc.:

While this is technically an unpaid internship, there are significant opportunities for financial remuneration. The intern will directly participate in a profit-sharing arrangement on any deal that they have involvement in sourcing. The ideal candidate will be highly professional in outlook and demeanor, display initiative, and should be comfortable in interacting with senior commodity industry executives. In terms of work environment, for the majority of the internship the intern will work remotely, however they will be in consistent communication with the Meads Bay partners via phone or videoconference. There may be opportunities to attend offsite events and conferences (typically in NYC), but that will be at the discretion of the intern.

To apply:

Please send cover letter detailing specific qualifications and interest in physical commodity work along with a resume to: rufus@meadsbaytrade.com. We will be accepting applications on an ongoing basis.