

Consumer Credit Products – R&D Intern



Consumer Credit Product – R&D Internship (Bank)

Reports to: Executive Vice President & Chief Credit Officer

Classification: Intern

Compensation: Stipend \$100/week

Availability: 6 week internship – June/July 2010

Work Hours: 4 days per week, 9:30-5pm

Organizational Description

OneCalifornia Foundation is a charitable and educational nonprofit corporation that supports programs and initiatives promoting community development in the Bay Area and California. Included in these activities are programs dedicated to creating and sustaining economic development; such as support for small businesses, financial literacy, banking services for low-income communities, and advocacy. OneCalifornia Foundation also works to promote the creation and sustainability of affordable housing and homeownership for low income families and individuals. The Foundation is associated with the OneCalifornia Bank, a Community Development Bank, based in Oakland, CA.

Position Overview

OneCalifornia's programs are intended to help people, especially those in low-income communities, to save, keep and manage their money, by providing them with access to banking services that are fairly priced and clearly explained.

We are seeking a motivated individual to work at our bank for 6 weeks, as we grow rapidly in our third year of operation. This **Consumer Credit Product R&D Intern** will help the Executive Vice President & Chief Credit Officer to do research, including market analysis, and development of consumer credit products that the bank will implement.

All OneCalifornia Foundation summer 2010 interns will also participate in a Community and Socially Responsible Banking and Business curriculum, which consists of a weekly series of 5 workshops, led by experts in the fields of banking, community banking, investing, and finance. Workshops may also include field trips to relevant institutions to meet experts and see the work in action. These workshops will take place within the intern's normal work week, as described above.



Primary Duties and Responsibilities

- Conduct market analysis to help develop bank's future consumer credit offerings
- Develop credit parameters for specific consumer lending products
- Conduct research regarding government / regulatory consumer protection issues to ensure that new consumer products are compliant
- Assist Chief Credit Officer with other projects and tasks as needed

Final Deliverable(s) at the End of the Internship

- Depending on the timing and progress of projects at the time of the internship, the Financial Innovations intern will provide one or more of the following deliverables:
- Detailed and complete spreadsheet(s) with all data collected and used in market analysis, with sources
- A written analysis of the current landscape of consumer credit (consumer loans, mortgages, etc) in the East Bay, Bay Area and California
- A description of the areas of opportunity for OneCalifornia Bank to provide needed consumer credit products, based on the above analysis
- Detailed descriptions of recommended products that OneCal should provide, based on these opportunities
- Detailed descriptions of the credit parameters for each product
- Written summary and reference list of all of the relevant government and regulatory consumer protection issues related to these products
- Recommendations for product design and operations to comply with all regulations

Qualifications, Skills and Abilities

- Junior or Senior enrolled in a bachelor's degree program or at an accredited 4-year college or university; business, finance, related majors, or 1st-year MBA student.
- Demonstrates the ability to read, comprehend and explain complex information.
- Excellent written, organizational, and communication skills.
- Good logical thinker.
- Coursework or experience in finance, especially lending, a plus
- Experience in banking a plus
- Experience in market analysis a plus
- Solid computer skills, including Microsoft Word, Excel, Outlook, Access, and PowerPoint required.
- Tact, diplomacy, good judgment, discretion and ability to make sound decisions with confidential and personal information.



- Capacity to work effectively in a fast paced environment, as part of a team or independently.
- Detail oriented, accurate and timely with assigned tasks.
- Self-motivated and possesses a drive to produce quality work
- Capacity to take initiative, consult, share information and ask questions within the Bank and with other organizations when needed.
- Experience with internet research to provide information for presentations, projects, and programs.
- Flexibility and ability to work on new and varied tasks, as needed
- Have a true “customer service” attitude.
- Curiosity about, interest in, or passion for community development
- Curiosity about, interest in, or passion for banking or finance
- Great sense of humor a plus
- Fluency in Spanish a plus

How to Apply

To apply for an internship position, complete the online form at <http://onecalfoundation.org/intern> .

Thank you for your interest in OneCalifornia Foundation and Bank. Please direct internship questions to Alan Fox at foxsrch@pacbell.net.