



On intelligent accounting

"We measure and analyze financial performance internally on behalf of the bank's managers. That is different from general accounting, which produces financial information that is highly standardized and aimed at third parties, namely investors and regulators," explains Christophe Devillers, the head of Capital Markets Management Control at Calyon since 2006. Before assuming his current position, he worked in the Financial Control unit of the Emerging Markets division. Working in an area that borders on strategic analysis, and responsible for the budget planning of the company or a specific business unit, the management controller has an in-depth knowledge of the company and its business. "Intelligent accounting. An essential ability to make sense of the numbers," summarizes the expert. Indeed, the management controller must be able to analyze the numbers and make them talk. For example, it is not enough to simply observe that the company's revenues are declining, but one must know where, why and for which clients. The responsibilities of this position are varied: defining performance measurement indicators, establishing monthly results compared to forecasts and budgets, and, lastly, supporting decision-making. The management controller is rigorous, "he doesn't let himself get fooled", and he has a good understanding of banking activities. "Just as a linguist moves from one language to another, the management controller can look at a ream of numbers and detect a key fact; conversely, he can see how an economic event or a change in accounting or prudential regulations will impact the bank's accounts," adds Devillers.

And he concludes: "ENSAE graduates have an excellent profile combined with a background in finance to take on this type of business. Indeed, statisticians also know how to make numbers talk and have a good understanding of the various banking activities."

The management controller position can be a real conduit toward managerial functions and international opportunities.

Fulfilling career tracks

With nearly 13,000 employees in 57 countries, Calyon specializes in capital markets, corporate banking and investment banking. These business lines offer many opportunities for recent graduates. As a company that promotes human values, Calyon supports its employees throughout their careers, offering them long-term career tracks that are managed effectively through career management tools and customized training programs. Job mobility is a key factor to develop one's competencies and improve one's performance. For example, in 2008 more than 900 employees took advantage of the Group's job mobility policy to experience life in other countries.

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Focus on the management controller position

At Calyon, the function of the management controller is to prepare budgets, develop reliable and summary reports and analyze results by business line and by unit. He "makes the numbers talk". His analyses are veritable decision-making tools for managers and help to define the company's strategy.

This position requires that the candidate work well with numbers and be able to write clearly. The candidate's discipline and pragmatism enable him to deliver reliable financial information to tight deadlines. His ability to work with others is an asset in his relations with the other staff members in the Calyon business lines.

The position of management controller is open right from the start of a career at the bank. The in-depth knowledge of the bank and the contacts made make it possible to lay the groundwork for future job mobility: toward a highly specialized position, managerial positions, another business line or abroad.

For Calyon, the Corporate and Investment Bank of the Crédit Agricole Group, ambition goes hand in hand with innovation and technology. With 13,000 employees in 58 countries, Calyon offers corporate clients and financial institutions the highest level of support and first-rate financial market expertise.

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Capital markets

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