

## Mitchell joins Jefferies International as head of ECM

**Jefferies International** has hired *Rupert Mitchell* as head of ECM, to be based in London. Mitchell will report to David Weaver, who moved earlier this year from Deutsche Bank to become head of international investment banking and has recently been appointed president of Jefferies International. Under Weaver's guidance, the bank established a dedicated ECM group within the international operation in July.

Mitchell joins the firm from Citi, where he ran ECM structured solutions alongside Alan Rifkin. He joined Citi in 2000 as director for ECM in Asia, where he specialised in equity-linked and straight equity for Hong Kong and South Korea. In August 2003, he returned to London to work in the corporate equity derivatives team.

Mitchell's strong equity-linked and derivatives background highlights the structured solution-driven approach that Jefferies International is taking towards its ECM effort.

"The opportunities for us to add value for the client and buy-side centre around differentia-

tion in structured solutions and convertible bonds. We already have a strong background in running an ECM business and Rupert's background complements that," said David Weaver.

Mitchell's appointment represents the first key ECM hire since Weaver took control of the overall business. The bank made a number of additions earlier in the year to build up the franchise, including Simon Eagles as head of convertible bond syndicate and Toby Hayward as head of UK corporate broking.

Having now finished his gardening leave, Mitchell starts his new role on Monday December 3. There could be further ECM hires to come as Weaver expects to build the ECM team throughout 2008.

Another US house with high European ECM aspirations is Bear Stearns. The bank continues to search for a head of European ECM, although Lee Stettner was recently hired from Deutsche Bank to run global ECM. The bank is expected to announce its new European hire in the first quarter of 2008.

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