
European Equity Sales and Client Management

About the Role

The Analyst Research LLP is recruiting for a European Equity Sales and Client Management role, who will be responsible for engaging with our blue chip client base and building personal relationships with the fund managers we serve.

You will work with our sales team to support our team of eight analysts, who produce high-conviction buy and sell ideas, and will be responsible for communicating our ideas to our client base. This is an exciting role at the cutting edge of high-impact, actionable ideas, to be delivered directly to senior and influential clients. This role presents the opportunity for the successful candidate to build on a world-class client base with large scope for new business development within the UK and Europe.

Client engagement is key to getting our ideas across to our clients, and a passion and high level of knowledge and appreciation for high-impact investment ideas is essential.

Key Responsibilities

- Communicating our investment ideas to our client base
- Engaging and increasing relationships with clients to become a trusted advisor and get our ideas into their funds to generate alpha
- Managing individual accounts and ensuring exceptional service
- Liaising with our analyst team and feeding back client information
- Working with our creative team to develop relevant sales materials
- New business development

Relevant Skills, Knowledge, and Experience

The ideal candidate will have:

- A passion for great investment ideas and conveying these to our clients
- At least three years of experience in a client-facing role, with the proven ability to work with top-level fund managers
- Excellent analytical skills and ability to communicate effectively and express complex ideas succinctly
- Proven ability to grow and win new business

About Us

The Analyst Research LLP is a leading independent equity research provider, delivering differentiated stock recommendations to an exclusive group of clients comprising of a number of the world's leading mutual funds and hedge funds. We undertake fundamental company research using rigorous and diligent processes with a long-term investment horizon, setting aside short-term noise and market chatter. Our research is unrestricted by geography or sectors and we travel the world to uncover the best stock picks for our clients. Ultimately, we look for high-conviction longs that can at least double and shorts that can at least halve.

How to Apply

We invite interested candidates to submit their CV and cover letter. In your cover letter, please address your experiences relevant to this role and the type of institutions and funds you have worked with in the past. All documents can be sent to recruitment@theanalyst.co.uk.

Deadlines

We recruit on a rolling basis, though we do encourage you to apply early as we may close applications if we reach our capacity.

Visit [our LinkedIn page](#) for updates on recruitment and Open Days.