

European Equity Sales and Client Management

About the Role

The Analyst US Inc is recruiting for a New York based European Equity Sales and Client Manager.

This is an exciting role at the cutting edge of high impact, differentiated long and short ideas, delivered directly to senior and influential clients. This role also presents the opportunity to build a world-class client base given the opportunity for new business development within the US.

Key Responsibilities

- New business development
- Communicating our high-impact long and short ideas to our US 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
- Supporting our UK central sales and research team

Relevant Skills, Knowledge, and Experience

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.

The ideal candidate will have:

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

About The Analyst

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.

The Analyst US Inc is a marketing and sales support office for The Analyst Research LLP.

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.