

Equity Sales and Client Manager

About the Role

The Analyst is recruiting for a 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 various geographies.

Key Responsibilities

- New business development
- Communicating our high-impact long and short 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
- 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, 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.

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Our business is expanding geographically and growing rapidly as we take advantage of industry change. The successful candidate will have the opportunity to join an exceptionally talented and proud team with a track record of delivering superior results to our clients. This is a great opportunity to be part of a company that is disrupting the equity research industry through its innovative approach.

How to Apply

We invite interested candidates to submit their CV and cover letter, along with a maximum 300-word investment thesis on one stock that you believe presents an exciting investment opportunity today (can be long or short) [via LinkedIn](#).

The Analyst is an Equal Opportunity employer committed to diversity in the workplace. All qualified applicants will receive consideration for employment without regard to race, colour, religion, sex, sexual orientation, age, national origin, disability, gender identity or any other protected characteristic.