



Junior Sales Associate – Quantitative Survey Group | QSG (Proprietary/Alternative Research Team at MKM Partners LLC)

Description

MKM Partners is an institutional equity research, sales and trading firm that provides clients with unbiased economic, technical, derivatives, event-driven, fundamental and customized primary research. This role is an entry-level/junior role focused for the Quantitative Survey Group (“QSG”). QSG is an alternative/primary research group within MKM Partners. This role will provide excellent exposure to the financial markets and a strong career path in Alternative Research Sales, as well as many opportunities for longer term career development and advancement. The ideal candidate should work well in a fast paced and team-based environment while delivering the various resources of the firm but with a focus on delivering QSG alternative research to our institutional clients. In this role, you will develop a deep understanding of all MKM Partners products including QSG’s alternative research, as well as the firm’s economic, technical, derivative, event-driven and fundamental research. Additionally, this position will require collaboration with the institutional equity salesforce and traders to help provide complete account coverage.

QSG offers end-to-end capabilities, from survey design to programming, deployment and analysis to deliver compelling industry/sector insights that inform stock positioning, acquisition due diligence and other strategic decision making. These capabilities apply to all industries and sectors as well as geographies. QSG works with nearly 200 clients, including the largest hedge funds, long-only funds, and private equity firms globally.

Responsibilities

- Collaborate across other business units including Fundamental Research, Strategists, Economists, Sales Traders, Derivatives, Special Situations, and Corporate Access to facilitate client requests.
- Work closely with the business head of QSG and dedicated QSG senior salespeople to effectively open new buy-side accounts and grow the QSG business.
- Coordinate, attend, and host client meetings, dinners, and business gatherings to expand firm relationships.
- Listen and participate in the morning research call, stay informed of financial news, read and understand MKM’s views on the markets, and be able to deliver this information to clients.
- Perform general administrative tasks including expense report processing, coordination of client lunch and transportation requests, contact list maintenance, and general duties as needed on the MKM sales desk.
- Interact with company management teams and institutional investors.

Job Requirements

- Bachelor's degree in finance/accounting/economics/marketing preferred, but not required
- One to two years of professional experience
- Knowledge of the Institutional Equities Sales and Trading business helpful
- Passion and interest in the financial markets is a must
- Must have excellent communication, research, writing, and organizational skills with the ability to multitask
- Working knowledge of Microsoft products (Excel, Outlook, PowerPoint, and Word) and ability to learn quickly other financial software including FactSet, Bloomberg, and more
- Possess a professional demeanor with strong interpersonal skills (both written and verbal)
- Have or be willing to obtain Series 7 and 63 licenses
- Must display energy, drive, stamina, and be flexible and willing to adapt to changing and dynamic situations
- Ability to travel 10% to 20%

Email only please, cover pages and resumes may be sent to Careers@mkmpartners.com with "Quantitative Survey Group | QSG Junior Sales Associate" in the subject header. Firm background can be found at www.mkmpartners.com

