



Associate/Vice President of Corporate Access Origination

MKM Partners LLC, an institutional equity research, derivatives, sales, and trading firm, is looking to hire an Associate/Vice President of Corporate Access Origination. The candidate will help continue to build existing relationships with corporate access partners as well as expand origination efforts with new management contacts within various sectors. Through MKM's strategic platform which reaches over 4,000 institutional clients, the candidate will help design a corporate access plan, market MKM's capabilities, and maintain relevant systems. A large part of this role will consist of continuous dialogue with various management teams. Position must be based in Stamford, CT or New York City.

Responsibilities

- Advise public and private companies on investor marketing strategy
- Act as central point of contact and maintain dialogue with corporate Investor Relations Officers
- Coordinate strategic events, create effective schedules, and appropriately manage non-deal roadshows, company calls, conferences, and other access for investors
- Provide unique insights to buy-side contacts on MKM capabilities and company management teams' interests
- Generate summary reports and organize event calendar logistics through the CRM system
- Communicate market color and facilitate thoughtful dialogue to increase client interactions
- Create strategic program to help grow client interaction and cater to investment styles regularly within the investment community
- Back up appropriate personnel regarding various requests and help provide target strategies within specified cities
- Coordinate MKM's efforts as the liaison and provide feedback for non-deal roadshow events
- Work closely with senior sales members in the distribution of the MKM events
- Facilitate information flow and market color directly from MKM Partners Sales & Trading
- Originate and manage various Corporate Access events for assigned sectors

Job Requirements

- Bachelor's degree in finance/accounting/economics/marketing preferred, but not required
- Passion for client interaction and interest in the financial markets
- Ability to juggle multiple projects at one time and have strong engagement internally and externally
- Willingness to assist and think outside the box on all events with excellent analytical skills
- Strong public speaking capabilities
- Two to four years of professional experience
- 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
- Experience using event planning/management software, CRM systems, and Microsoft Office
- Strong communications skills and be able to represent MKM in a highly professional manner to the investment community.

Email only please, cover pages and resumes may be sent to careers@mkmpartners.com with "Associate/Vice President of Corporate Access Origination" in the subject header. Firm background can be found at www.mkmpartners.com.

