



Institutional Equity Junior Sales Associate

MKM Partners LLC, an institutional equity research, derivatives, sales, and trading firm is looking to hire an Institutional Equity Sales Associate for the New York office. This is an entry level role with excellent exposure to the financial markets and provides a strong career path in Institutional Equity 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 environment supporting senior members of the sales team while delivering the various resources of the firm to our institutional clients. In this role, the candidate will learn about MKM Partners actionable and unbiased economic, technical, derivative, event-driven and fundamental research products, as well as our trade execution abilities in both the US and foreign markets.

Responsibilities

- Collaborate with various internal groups such as Research Analysts, Strategists, Economists, Sales Traders, Derivatives, Special Situations, and Corporate Access to facilitate client requests.
- Work closely with senior sales members in the distribution of the MKM Research Product, Corporate Access, and Trading Platforms to buy side clients (mutual funds, hedge funds, and pension funds).
- Coordinate, attend, and host client meetings, dinners, and business gatherings with corporate management teams and MKM research analysts.
- Listen/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.

Qualifications

- Bachelor's degree in finance/accounting/economics/marketing preferred, but not required
- 0 to 4 years of professional experience
- Knowledge of the Institutional Equities Sales and Trading business is preferred
- 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 other financial software quickly 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%

MKM Partners is an institutional equity research, sales, and trading firm headquartered in Stamford, Connecticut. With eight offices across the United States, MKM provides clients with actionable and unbiased economic, technical, derivative, event-driven and fundamental research in all sectors. The firm also features its flagship Quantitative Survey Group, an alternative research segment that designs and delivers high quality customized/proprietary research using undiscounted information as well as predictive insights. MKM has trade execution abilities in both the United States and foreign equity markets, as well as in U.S. Options and Fixed Income. In addition to offering timely access to its traders and analysts, MKM focuses on delivering exceptional service to institutional clients across its trading and research platforms. More information about MKM Partners can be accessed at www.mkmpartners.com.

Email only please, cover pages and resumes may be sent to equitysales@mkmpartners.com with “Institutional Equity Junior Sales Associate” in the subject header. Firm background can be found at www.mkmpartners.com

MKM Partners provides equal opportunity employment to all its current and prospective employees.

