



## **Institutional Equity Salesperson**

MKM Partners LLC, an institutional equity research, derivatives, sales, and trading firm, is looking to expand its Institutional Equity Sales team across a number of geographies. We are seeking candidates who have expertise in the financial markets and understand how to disseminate value-added research to the buy-side effectively. In addition, candidates should have excellent relationships with Portfolio Managers, Research Analysts, and other professionals at institutional accounts. The ideal equity salesperson will work well in a fast-paced team environment with a demonstrated ability to cross-sell and cultivate/develop relationships. The candidate should have an understanding of both corporate access and capital markets with an ability to pitch deal and non-deal roadshows as well as marketing and expert events. This role demands high visibility as equity salespeople work with every business group at the firm and will report to the co-heads of US institutional sales. Additionally, the Institutional Equity Salesperson will be given opportunities and development for ongoing career growth.

### **Responsibilities**

- Work with various internal groups such as Research Analysts, Strategists, Economists, Sales Traders, Derivatives, Special Situations, Capital Markets, 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.
- Interact with company management teams and institutional investors.

### **Qualifications**

- Minimum of four to eight years' experience in Equity Sales with a track record of success
- Excellent buy-side relationships
- Exceptional communication skills, driven to succeed, and works well as part of a team
- Possesses an entrepreneurial mindset and highly motivated
- Ability to multitask
- Technical skills are a must. This position will use CRM Systems, Bloomberg, FactSet, and Microsoft Office
- Bachelor's degree in finance/accounting/economics/marketing is preferred with an excellent academic record
- Series 7, 63

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](http://www.mkmpartners.com).

Email only please, cover pages and resumes may be sent to [equitysales@mkmpartners.com](mailto:equitysales@mkmpartners.com) with “Institutional Equity Salesperson” in the subject header.

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

