

Institutional Equity Salesperson: US

Description:

- Fundstrat Global is seeking a qualified candidate to be an institutional research salesperson on our equity sales desk. As an independent research provider, we need entrepreneurial and highly motivated people, familiar with wearing multiple hats and coordinating with various groups.
- As an institutional research salesperson, there are two primary areas of responsibility: (i) develop new institutional client relationships, targeting both hedge funds and traditional asset managers as well as (ii) maintain and service existing clients of our firm.

Qualifications:

- 5-15 years of sales experience is desirable;
- Series 7 required, 63 desirable
- Proven track record of securing new business required;
- A highly motivated and conscientious person with strong organizational skills;
- Strong communication skills are important, both in face to face meetings, telephone relationships and email as well;
- Good judgement and intuition, particularly understanding client needs and communicating our research product effectively;
- Ability to multi-task and manage multiple leads and sales cycles, while coordinating with research analysts to interact with clients;

To contact us:

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About us

Fundstrat produces independent research focusing on portfolio strategy, market themes, and actionable investment ideas

Our differentiated process focuses on non-consensus thinking, exhaustive historical study, as well as quantitative and technical research

Our approach is data intensive and seeks to exploit anomalies to identify sectors and stocks we feel should outperform the market

We **partner** with our clients and maintain their interests as top priorities in all of our research and work

We are a full service financial services firm serving the needs of both institutional and retail client bases

Products and services

U.S. Equity Strategy: Independent, top-down macro-driven themes and topical studies. Equity research, cross-market analysis, idea-generation, and stock selection (bottom's up approach supported by U.S. Equity Strategy)

Industry and Sector Analysis: Using comprehensive data since 1926, we can look at groups across all cycles

Technical Strategy: Top-down intra-market analysis with a bottoms-up, stock by stock methodology that applies momentum and relative performance to identify key inflection points

Quantamental Strategy/Data Science: Data intensive approach to exploit anomalies in investor behaviors to yield actionable short and long term stock ideas

Customized Client Research: Bespoke client portfolio and stock analysis