

Institutional Equity Research Sales

Rosenblatt Securities Inc. – New York, NY

Job Description

Rosenblatt Securities is seeking Institutional Equity Research Sales professionals

Rosenblatt, a boutique agency broker dealer is seeking Institutional Equity Sales professionals for its growing fundamental research business. The primary role of the senior salesperson is to manage their account package in a manner that is in keeping with the objectives of his or her clients while at the same time bringing to bear as many of our firm's resources as is possible so as to maximize the firm's revenue potential. The ideal candidate will have a minimum of 5-7 years experience selling equity research to institutional investors. The individual should be very familiar with all types of money managers including mutual funds, hedge funds, proprietary trading desks, etc. Salespeople should have strong product knowledge and have the ability to synthesize a large amount of information in a concise way and be able to communicate clearly to portfolio managers and analysts. They will cultivate relationships with their clients and deliver superior investment ideas & returns via the firm's research, trading, consulting and banking businesses. The sale of research is the primary goal which should help drive potential cross selling opportunities with the other business units. Manage company and analyst marketing, meetings, conference calls and industry events with clients in a demanding, entrepreneurial and dynamic environment. Work as a team with traders, analyst and sales colleagues. Frequent communication with clients is essential by whatever means is most efficient for the individual client (phone, email, instant message, in person).

Job Type: Full-time