



Company Overview

CITIC CLSA provides global investors and corporate executives with insights, liquidity and capital to drive their growth strategies.

Award-winning research, an extensive Asia footprint, direct links to China and highly experienced finance professionals differentiate our innovative products and services in asset management, corporate finance, equity and debt capital markets, securities and wealth management.

As part of CITIC Securities (SSE: 600030, SEHK: 6030), China's leading investment bank, CITIC CLSA is uniquely positioned to facilitate cross-border capital flows and connect China to the world and the world to China.

CITIC CLSA operates from 13 countries across Asia, Australia, Europe and the Americas. For further information, please visit www.clsa.com.

Position Title : Institutional Sales, Sales Korea

Job location : Seoul, Korea

Position Description

We are looking for an Experienced Institutional Research Salesperson. The role involves working with CITICS CLSA Sales team in the distribution of Korea equity research products to institutional clients in global markets.

Key Areas of Responsibilities

- Account management for overseas Institutional clients
- Pitch stock ideas, industry trends and research analysis to investors
- Strong teamwork with Korea Sales, research and trading teams
- Promote analysts – increase their connectivity with institutional clients
- Idea generation – Sales ideas to be created on top of marketing CLSA research product
- Promote CLSA/CITICS events, conferences and corporate roadshows
- Facilitate distribution of the CITICS product internally and externally
- Accompany clients on company visits
- Maintain sound working relationships with Corporates, Clients, the Government, and industry organizations

Requirement

- Bachelor degree or above in business related discipline, preferably with finance and/or accounting major
- 2-10 years of experience in equity research sales, research and/or equity buy-side
- Strong analytical skills
- Strong excel/spreadsheet skills
- Attention to detail
- Ability to work under pressure when required
- Excellent interpersonal skills
- High sense of commercial awareness
- Excellent communication, relationship and management skills to both internal and external clients

If you are seeking a dynamic environment in which to build your career in CITIC CLSA, please submit your application on https://citicclsa.wd3.myworkdayjobs.com/External/job/Seoul/Associate-Director--Institutional-Sales--Sales_JR001083

CITIC CLSA may collect personal data from you for purposes relating to your engagement with the Company, including human resource management and other business and internal / external compliance purposes. Any personal information and /or data collected and held by the Company may be used by the Company or transferred (whether within/ outside Hong Kong) to any other parties within the Company, subsidiaries and affiliates of the Company, internal or external service providers, or any other relevant parties including governmental or regulatory authorities, for the above purposes.