



## **INSTITUTIONAL EQUITY SALES ASSOCIATE**

### **Build Your Career at Valens Research**

Valens Research is a high-end boutique research firm headquartered in Cambridge, Massachusetts with our Asia headquarters in Metro Manila at PSE Tektite. Our clients include some of the largest and most successful investment firms, consulting firms, and corporations. We are recognized for revolutionizing how business performance analysis and valuations are conducted.

Our business and investment analysis utilizes some of the most advanced frameworks in the industry, many of which have been pioneered by our President & CEO, Professor Joel Litman ([www.joellitman.com](http://www.joellitman.com)).

Our digital marketing, publishing strategies, and copywriting are as advanced as our financial analysis. Our marketing capabilities have been heralded as some of the best in our industry.

Compensation is highly competitive for the industry. Comprehensive benefits. Opportunity to work from home. Significant training opportunities.

Of note, our CSR efforts in corporate social responsibility are some of the most extensive of any firm our size in the Philippines. We are dedicated to our communities, and the Philippine people in several major community development initiatives.

This is your opportunity to work for a great firm, with a great sense of dedication to our employees and our communities.

#### **Institutional Equity Sales Associate Position**

The primary focus of the Institutional Equity Sales Associate is to grow the Philippine client base through the firm's offerings such as the Uniform-adjusted company database (UAFRS), the Market Phase Cycle™ monitor of various countries, the Valens Research Conviction Long List, among others.

#### **Primary Responsibilities:**

- Establishing close working relationships with current and potential clients
- Promoting the firm's products and educational workshops to both new and existing clients
- Coordinating with the Chief Investment Strategist and research team regarding company products and services, as well as proprietary work for clients

#### **Qualifications:**

- Bachelor's Degree holder of Commerce, Management, Psychology, Communications, Marketing, or related fields
- Must have excellent English written and verbal communication skills
- Highly organized, able to multi-task effectively, and goal-oriented
- Must have an entrepreneurial mindset
- With a natural curiosity for the US stock market and the global economy
- Great planning and time management skills
- Willing to learn, self-motivated, and with a drive to see things through
- Team player with strong interpersonal skills and ability to work with various professionals
- Excellent attention to detail and follow-up with clients
- Observant and aware of current events

#### **Next Steps:**

If you strongly believe that this job position is a fit for you, please write an email with ALL of the following:

1. Up-to-date CV/Resume
2. Concise Cover Letter to convince us to hire YOU over someone else
3. Subject line should be "Applying for the Institutional Equity Sales Associate Position at Valens Research"

Please make sure you have accomplished all of the above then send the application to [apply@valens-research.com](mailto:apply@valens-research.com). Incomplete application emails will be ignored.

**We are located at the Philippine Stock Exchange Center (Tektite)**  
2803-D West Tower, PSE Tektite, Exchange Road, Ortigas Center, Pasig City