

## Job description Form

| Details of the role                                      |   |
|--|---|
| Job Title  | <b>Institutional Sales Trader - Investment Banking</b>  |
| Location   | Dublin / London   |
| Temporary/Permanent                                      | Permanent   |
| Reporting to   | Head of Equity Sales Trading  |
| Breakdown of the work involved                           |   |
| Day to day duties  | <ul style="list-style-type: none"> <li>▪ Executing Client orders with minimal market impact. Our aim is to act as a liquidity source for all active trading names. A very high level of knowledge of the rules and dealing etiquette of the market are essential for this.</li> <li>▪ Providing news and views to trading desks about their equity holdings that will help them to keep their Fund Managers and analysts informed of price sensitive information.</li> <li>▪ Developing relationships with clients. This will involve in-person meetings, travel and entertainment.</li> <li>▪ Analysing markets and companies to generate trading ideas for our clients. Often on client trading desks, traders either have an input to the investment process or have distinct funds of their own.</li> <li>▪ Daily maintenance of the IOIs, traded volume adverts &amp; form lists.</li> </ul> |
| Experience required                                      |   |
| Specific systems knowledge                               | <p>The ideal candidate should possess:</p> <ul style="list-style-type: none"> <li>▪ Excellent Microsoft Office skills (including Excel, Word, PowerPoint)</li> <li>▪ Bloomberg</li> </ul>   |
| Experience required (years)                              | <p>The ideal candidate to join this dynamic team will have:</p> <ul style="list-style-type: none"> <li>▪ An in-depth knowledge of the markets and stockbroking environment.</li> <li>▪ Several years experience in an Institutional Equity Sales Trading role with existing client relationships</li> </ul>   |
| Qualifications required                                  |   |
| Specific industry qualifications                         | <ul style="list-style-type: none"> <li>▪ Applicants must sit the US series 7 and 63 regulatory exams.</li> </ul>  |
| Third level  | <p>The ideal candidate should hold:</p> <ul style="list-style-type: none"> <li>▪ A third level qualification at honours standard.</li> </ul>  |
| Person specification                                     |   |
| Characteristics of the type of person this role may suit | <p>The Ideal candidate is likely to be:</p> <ul style="list-style-type: none"> <li>▪ An outgoing, confident person that is comfortable dealing with people. It is a relationship business. Good social skills are a must.</li> <li>▪ A good communicator of ideas and information.</li> <li>▪ Numerate, clerically accurate and computer literate.</li> <li>▪ Have an active interest in financial markets.</li> </ul>  |

## Timelines

### How to Apply

Please send your Cover Letter and CV to [careers@goodbody.ie](mailto:careers@goodbody.ie) by close of business on Friday, 23rd September 2022.

Please include responses to the following:

- What is your expected salary?
- What is your current notice period?
- Are you eligible to work in Ireland?
- Have you been employed by AIB or any Group Company within the last 2 Years? If the answer is 'Yes', please confirm your date of leaving AIB Group or any Group Company?

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