

Job description

| Details of the role | |
|--------------------------------|---|
| Department | Equity Capital Markets |
| Job title | Specialist Sales |
| Temporary/Permanent | Permanent |
| Reporting to | Head of Equity Specialist Sales |
| Breakdown of the work involved | |
| Role description | <p>The Capital Markets team at Goodbody have an award-winning execution capability. We have built a new team to provide a high touch, alpha-generation service to institutional clients from across our Irish and UK Large, Small and Mid-Cap coverage universe. The Specialist Sales team proactively engages across our Capital Markets franchise to deliver high quality, actionable trading ideas to buy-side clients and to help identify & execute complex block trades.</p> <p>The successful candidate will:</p> <ul style="list-style-type: none"> ▪ Be a self-starter, show a demonstrable ability in generating actionable trading ideas whilst also being able to aggregate multiple news resources and flow for distribution to all Goodbody customers ▪ Demonstrate an ability for new business development with new & existing relationships and cross-sell other offerings within CM ▪ Be a driven individual, capable of working within a team environment who can help improve the Goodbody customer experience, the revenue of the Capital Markets business and Goodbody's execution market share in the stocks we cover ▪ Have a proven ability to manage longer term large block opportunities and a track record of securing cornerstone investors for potential transactions ▪ Be flexible around the requirement to travel |
| Experience | |
| Specific systems knowledge | <p>The ideal candidate should possess:</p> <ul style="list-style-type: none"> ▪ Proficient in Microsoft applications principally Word and Excel ▪ Bloomberg proficiency would be a benefit ▪ A willingness to learn internal CRM systems |
| | <p>The ideal candidate to join this dynamic team will have:</p> <ul style="list-style-type: none"> ▪ Experience preferably in a Capital Markets front office role but also open to considering individuals with a passion for the market with strong sales skills from outside capital markets. |

| Qualifications | |
|--|--|
| Specific industry qualifications | <ul style="list-style-type: none"> ▪ Series 7 & 63 or a willingness to achieve these qualifications ▪ Relevant stockbroking and regulatory exams |
| Third level | <ul style="list-style-type: none"> ▪ Third level qualification not a necessity |
| Person specification | |
| Characteristics of the type of person this role may suit | <p>Interested candidates will have;</p> <ul style="list-style-type: none"> ▪ Ability to generate your own trading ideas would be an advantage while helping to contribute to the team's thematic product ▪ Strong communication skills (including written and verbal) are key for this role ▪ A strong team player with a demonstrable initiative and ability to cross-sell to existing Goodbody relationships and build out further relationships for CM ▪ A demonstrable ability to generate and convert new business leads ▪ Excellent interpersonal and social skills with the ability to influence and challenge clients and colleagues within industry ▪ Ability to work under pressure and prioritise a complex workload in an efficient manner |
| Timelines | |
| How to apply | <p>To apply for a role please send your Cover Letter and CV to careers@goodbody.ie.</p> <p>Closing date for all applications is Friday, 19th November 2021.</p> <p>Please include responses to the following:</p> <ul style="list-style-type: none"> • 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? |

Goodbody has been a strategic advisor to entrepreneurs, families, private and public companies for over 145 years. We are a full service, investment-led business offering wealth management, asset management and investment banking services. How we work is equally important to us. Deeply proud of our heritage and reputation, quality advice and exceptional client service is at the core of our offering. Thanks to the commitment of all our employees Goodbody was recognised as a Great Place to work in 2018 and 2019. If this sounds like a company you'd like to work with, we'd love to hear from you.

Goodbody is an equal opportunities employer and is committed to fostering an inclusive workplace which values and benefits from the diversity of our workforce.



Please read the Goodbody Recruitment Privacy Notice. By submitting your personal data to us, you acknowledge that you have read and understood this Privacy Notice and agree to the use of your personal data in line with this. We will only use the information that we collect about you lawfully in accordance with the Data Protection Acts, 1988 and 2003 and the EU General Data Protection Regulation (GDPR).

Goodbody Stockbrokers UC, trading as Goodbody, is regulated by the Central Bank of Ireland. In the UK, Goodbody is also subject to regulation by the Financial Conduct Authority. Goodbody is a member of Euronext Dublin and the London Stock Exchange. Goodbody is a member of the group of companies headed by AIB Group plc.