Job description form

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| Details of the role |
| **Department** | Equity Capital Markets |
| Job title | Equity Specialist Sales |
| Temporary/Permanent | Permanent |
| Reporting to | Co-Head of Equity Capital Markets  |
| Breakdown of the work involved |
| Role description  | The Capital Markets team at Goodbody have an award-winning execution capability. We are building 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. This Specialist Sales team will coordinate across our Capital Markets franchise to deliver high quality, actionable trading ideas to buyside clients* The ideal candidates will be self-starters, 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
* The successful candidates will work within the Execution Team (Trading, Sales Trading & Spec Sales) and will also be tasked with new business development as well as servicing the existing client base, both execution-only and advisory
* We are looking for driven individuals, capable of working in a team environment who can help improve the Goodbody customer experience, the revenue of the Capital Markets business and the Goodbody's execution market share in the stocks we cover
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| Experience required |
| Specific systems knowledge | * Proficient in Microsoft applications principally Word and Excel
* Bloomberg proficiency
* A willingness to learn internal CRM systems
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| Experience required | * Min of 3 years' experience in a Capital Markets sell-side equity front office role
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| Qualifications required |
| Specific industry qualifications | * Series 7 & 63 or a willingness to achieve these qualifications
* Relevant stockbroking and regulatory exams
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| Third level | * Third level qualification is desirable
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| Person specification |
| Characteristics of the type of person this role may suit | The successful candidate will have;* A deep domain knowledge of our seven Advisory verticals. A specific strength in one or more of these verticals to be looked on favourably.
* Strong communication skills (including written and verbal) are key for this role
* A strong team player with a demonstrable initiative and ability to sell to existing Goodbody relationships and build out further on Execution Only relationships
* Highly professional with a good understanding of stockbroking in a post MiFID II world and the dependency on all revenues within the CM business
* Excellent interpersonal and social skills with the ability to influence and challenge clients and colleagues within industry
* Ability to work under pressure and prioritise workload in an efficient manner and consistently manage client call lists throughout the CM dept
* An ability to prosper in a highly competitive environment and to comfortably meet and work to deadlines
* An attitude and personality that works well with the existing Execution team (Trading, Sales Trading & Spec Sales)
* A self-starter attitude
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| Timelines |
| Closing date for all applications: | 2nd May 2019 |

Goodbody Stockbrokers UC, trading as Goodbody, is regulated by the Central Bank of Ireland. In the UK, Goodbody is authorised and subject to limited regulation by the Financial Conduct Authority.

Goodbody is a member firm of the Irish Stock Exchange and the London Stock Exchange. Goodbody Stockbrokers is a member of the FEXCO group of companies.

Goodbody is an equal opportunity employer.

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