

Senior Associate, Client Solutions (Public Equity)

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Company: GLG

Location: Sydney

Category: life-physical-and-social-science

About the Team

Gerson Lehrman Group (GLG) is seeking a Senior Associate to join the Australia and New Zealand Public Equity team in Sydney. The Senior Associate will work directly with the Public Equity client base (fund managers, hedge funds, super funds etc.) and will drive client activity by understanding their research needs and help them fulfil primary research needs by connecting them with suitable experts.

Position Responsibilities:

Execute time sensitive projects for GLG's clients to enable them to make more informed and confident investment decisions. The Senior Associate is tasked with fulfilling time sensitive research requests by analysing client requests and building and qualifying primary populations of topic experts.

Assist in the programming of live/virtual meetings. The Senior Associate is responsible for organising and hosting small group conversations between GLG Network Members and GLG clients, and programming private meetings for clients where necessary.

Work towards growing **GLG client relationships**. The Senior Associate will develop relationships with GLG clients, who are leading investment professionals across Australia and New Zealand, via in-person client meetings, project execution, and phone interactions.

Collaborate and work closely with our Sales and Business Development team to grow revenue and ensure the retention of existing accounts. Work cross functionally with other teams within GLG including events, marketing, surveys, project support, compliance, and legal.

Position Requirements:

GLG attracts employees from the most distinctive professional and academic backgrounds.

Across all positions, we insist upon excellence, integrity, creativity, and professionalism.

Bachelor's degree, or higher

1-4 years in a customer success, client services, account management, or other client facing role

Curiosity about the financial markets, including trends and white spaces

Passion for problem solving in a client service role

Ability to write, speak and present succinctly to drive client engagement

Demonstrated commercial acumen and interest

Ability to multi-task and prioritise activities effectively, while ensuring a high level of accuracy and attention to detail

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