

PR/097728 | Equity Sales

Job Information

Recruiter
JAC Recruitment Singapore

Job ID
1616038

Industry
Bank, Trust Bank

Job Type
Permanent Full-time

Location
Hong Kong

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 11:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Company Overview
A company in the securities industry is hiring for an Equity Sales professional.

This is an excellent opportunity for ambitious sales professionals who are passionate about capital markets and equity investing. As part of a growing Equity Sales team, you will play a key role in expanding the reach of high-quality equity research to institutional investors across international markets. The role offers exposure to global investment professionals and the opportunity to build meaningful client relationships while contributing to the growth of the research franchise.

Job Description

- Drive the distribution of equity research products and market insights to institutional investors across Taiwan, Singapore, Japan, Korea, and the United States.
- Develop and maintain strong long-term relationships with existing and prospective clients by delivering relevant and timely research ideas.
- Understand client investment objectives and provide tailored research solutions aligned with their strategies and areas of interest.

- Manage and coordinate client account opening documentation, ensuring accuracy, compliance, and a seamless onboarding experience.
- Analyze market data and client activity to identify business opportunities and support sales growth initiatives.
- Prepare regular sales performance reports and market updates to support strategic decision-making.
- Participate in client meetings, roadshows, and industry events, presenting research insights and market perspectives to institutional investors.
- Create professional presentation materials to support client engagement and the effective distribution of research products.

Qualifications

- Master's degree in Finance, Business, Economics, or a related discipline from a reputable university.
- Minimum 4 years of experience within an international or leading Chinese securities firm, with a focus on equity sales or research sales.
- Demonstrated track record of successfully distributing equity research or investment products to institutional clients.
- Strong understanding of equity markets, investment strategies, and capital market developments.
- Excellent relationship management and business development capabilities.
- Proven ability to identify client needs and deliver value-added research solutions.
- Strong analytical skills with the ability to interpret market data and identify commercial opportunities.
- Fluent communication skills in both English and Mandarin, including written and verbal presentation abilities to liaise with relevant stakeholders.
- Existing institutional investor relationships across Taiwan, Singapore, Japan, Korea, or the United States will be highly advantageous.
- Proactive, driven, and highly motivated individual with a genuine interest in financial markets and investment trends.
- **This role may be based in either Singapore or Hong Kong, depending on the successful candidate's preference.**

We regret to inform that only shortlisted candidates will be notified.
We appreciate your understanding.

EA: JAC Recruitment Pte. Ltd.
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Company Description