



BERNSTEIN

INSTITUTIONAL SALES ASSOCIATE HONG KONG

Position Description

We are looking for Institutional Equity Sales Associates to work closely with the existing team in Hong Kong. They will focus on both Long Only and Hedge Fund clients and help continue to build on Bernstein's strong Asia presence.

We have a structured training program for Sales Associates, where you will:

- Acquire expertise in multiple equity products and industries while working with our leading global research product, senior salespeople, and best-in-class trade execution teams.
- Have a high level of responsibility and be empowered to make an important contribution to a sales group geographical and investment mandate.
- Interact directly with key investment decision makers at institutional clients including mutual funds, hedge funds, and advisors managing pensions and endowments.

We make a strong commitment to Associate development and give you opportunities to rapidly gain visibility and incremental responsibility. While our culture is intellectually rigorous, it is also very collegial and fun – Associates participate in a range of activities including philanthropy, development and leadership programs, social events, mentoring and annual on- and off-sites.

Qualifications

Our Sales Associates typically have:

- Track records of outstanding academic performance
- Intellectual curiosity and interest in the equities market
- Excellent broad-based analytical and quantitative skills, who is comfortable in a quantitative environment with a high level of attention to detail
- Strong verbal and written communication skills, fluency in mandarin is a must
- Strong interpersonal skills, team player and committed to client service

Application Instructions

Please submit your cover letter and resume to Kate.Xiao@bernstein.com.

Company Description

Bernstein is widely recognized as Wall Street's premier sell-side research and brokerage firm, with a global equity trading platform that spans the U.S., Europe, and Asia. Our firm was founded in the U.S. in 1967, in the U.K. in 1999, in Hong Kong & Singapore in 2010 and in Mumbai 2018. Our research and trading capabilities are sought out by leading investment managers around the world, and we are annually ranked at the top of our industry by acknowledged arbiters. In independent surveys of major institutional clients, Bernstein's research is ranked #1 for overall quality, industry knowledge, most trusted, best detailed financial analysis, major company studies, most useful valuation frameworks and best original research. Research has always been Bernstein's calling card. The brand is defined by our renowned *Blackbooks*, known for their unbiased, in-depth company and industry forecasts. We have a community of Research Analysts who are acknowledged thought leaders that typically have many years of experience in the industries they cover. Our reputation is for the very highest caliber of independent and disciplined investment and industry analysis. We are a wholly-owned subsidiary of our buy-side parent, AB.