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# Example of Equity Sales Job Description

Our innovative and growing company is searching for experienced candidates for the position of equity sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for equity sales

* Opportunity to take on primary account coverage back up support
* Provide clients with firm resources and identify revenue opportunities
* 3-5 years of experience in an Institutional Equities Sales role, ideally selling European equities to US based clients
* Highly developed sales, persuasion and negotiation skills, with strong client relationships (preference will be given to candidates who have strong hedge fund relationships)
* A university degree in a relevant discipline required
* Have the opportunity to work within an established brand and sales team
* Take on sales of equity products to your own client base
* Be responsible for delivering consistent daily coverage supported by our strong Research capability
* Coverage of institutions for equity derivative products
* Coverage will be across all major institutional client types (Banks, Hedge Funds, Private Equity, Asset Managers, Insurance companies)

## Qualifications for equity sales

* Client interaction, trade execution and technical skills
* Project management & business planning experience
* Proficient skills with Excel & Powerpoint
* Advanced concepts, principles and practices of sales and marketing
* Curious about macro events, industries, businesses, and markets
* Local knowledge of the following ASEAN markets, Indonesia, Malaysia, Singapore