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# Example of Equity Sales Job Description

Our company is looking to fill the role of equity sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for equity sales

* Local and regional based HFs and LO Asset Managers trading via swap
* Regional insurers, SWFs and pensions trading equity/beta product
* Private Banks and other pooled vehicles for private wealth
* Fluent in Mandarin (written and verbal requirement) with Cantonese and other languages beneficial, with a willingness and ability to travel
* Able to write and present effectively, adapting style and content to the target audience
* Self-motivated with a structured approach and strong analytical skills
* Able to multi-task different projects and prioritise these against tight deadlines
* A reliable team player ideally with international experience, motivated to work in an international and diverse trading floor environment
* Financial Conduct Authority (FCA) registered or willing to undergo FCA registration
* Working with the European Flow Salespeople, assisting the pricing of Equity derivatives flow trades in a fast paced environment

## Qualifications for equity sales

* Existing Clients in Insurance, Pension, Endowment, & Family Office
* A Degree or equivalent in Finance that covers Equities, Fixed income, Derivative Products General Valuation is a requirement
* At least 5 years equity sales experience
* Optimize our footprint within existing clients, acquiring new clients
* Generate investment ideas and distribute them externally and internally
* Be aware of the needs and interests of the individual portfolio managers and buy side analysts and allocate resources accordingly