

## Client Relationship Associate (NYC)

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Company: MRB Partners

Position Type: Permanent

Location: NYC, USA

Employment type: Full time (Start date: Immediate)

Compensation: Based on experience (base plus bonus)

**MRB - The Macro Research Board** is a privately owned independent investment research firm, specializing in providing top-down, global multi-asset strategy and ideas to investment managers around the world. The firm is currently seeking a highly motivated self-starter to join our institutional sales team. The qualified candidate will have at least 3 years of experience in institutional financial sales and report to the Client Relations Director.

### OBJECTIVE

Prospect and develop new relationships within the North American investment management industry. MRB's client base consists of large global financial institutions.

### JOB DESCRIPTION & REQUIREMENTS

- Three years of sales experience in the financial services industry, dealing with North American institutional buy-side firms
- Execute early stages of the sales cycle, including initial phone contact, placing trials and developing relationships
- Aid financial institutions in maximizing the value from MRB's investment strategy
- Speak confidently and with presence when dealing with clients on phone or in meetings
- Write clear and compelling proposals
- A thorough understanding of CCA's, CSA's, and broker voting/lobbying for votes
- Proven track record in executing value-added account management strategies
- Ability to influence, negotiate, and develop commercial relationships with senior investment professionals at the CIO/CEO /PM and Analyst level
- A strong understanding of the capital markets
- Strong commitment to teamwork, preferably with experience of working as part of a global team, matched with the ability to work creatively and independently
- An undergraduate degree

If you are looking for an exciting opportunity in an innovative and dynamic investment research organization, please submit your resume to: [HR@mrbpartners.com](mailto:HR@mrbpartners.com). While we appreciate the interest of all applicants, we will contact only those selected for interviews.

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#### London

Token House, 12 Tokenhouse Yard,  
London, EC2R 7AS, United Kingdom  
+44 (0) 207 073 2792

#### Montreal

1001 Square Victoria, Bloc E, Suite 510  
Montreal, Quebec, Canada, H2Z 0A4  
+1 514 558 1515

#### New York

415 Madison Avenue, Suite 1400  
New York, NY, USA 10017  
+1 646 673 8475