

Alquity Investment Management Limited



Business Development – UK & Europe

Type: End of studies Internship

Location: Central London

Start date: Asap

Compensation: Yes

Reporting to: Business Development Analyst

Duration: 6 month – 1 year

About Alquity

Alquity is a fast growing asset management business that connects investors to their investments and to social progress in order to deliver better returns for all.

Specialised in Emerging Markets, our five equity funds covering Asia, India, Africa and Latin America, deliver attractive risk-adjusted growth over the long-term via a high conviction, fundamentally driven process. This approach emphasises not only financial analysis, but also material non-financial factors, which incorporates forward-looking Environmental, Social and Governance (ESG) analysis to assess management capability and values.

Further, at the corporate level we reinforce that social progress should drive financial success by donating a proportion of our management fees to development projects in the regions in which we invest. In this way, our business aligns the values of investors, employees, holdings and communities.

The Role

The role is a pre-employment internship as part of your final academic year. The responsibilities will include:

- Generating an ongoing pipeline of high quality leads in UK & Europe and presenting the Alquity brand to a targeted group of potential and existing clients (Financial Advisers, Family Offices, Institutions, Private Banks, Pension Funds etc.). You will have high quality interactions with leads and clients in which you build rapport and establish trust, before taking them through a fact finding process that identifies their investment needs. This is NOT a scripted sales process but requires a solution based approach to engage targets.
- You will consistently update your Emerging Markets macro economic knowledge and you will have the opportunity to attend weekly investment meetings.
- You will produce fund comparisons and analysis through the use of Bloomberg terminal.
- Use and maintenance of a CRM system and providing timely and accurate reporting to the business, delivering key performance targets, including a number of qualified leads.
- You will engage with the Marketing team to develop the company media, PR and social network profile.
- Working closely with the Operations team to ensure day-to-day clients queries are dealt with.

Skills and competencies

- Be a results driven professional, self-motivated and have an excellent approach to work.
- Ability to prioritise work load and deliver on targets.
- Strong, clear and precise verbal and written communication skills.
- You are well known for your persuasive & analytical personality.
- Perfectly fluent in English and French.
- Additional languages are a plus: Italian/ Spanish/ German but not essential.
- A natural networker, inquisitive, passionate and competitive.

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- Strong Microsoft Office skills (particularly Excel), and the ability to use web based CRM systems.
- Ability to work well under pressure and hold a team player mentality.
- Knowledge of the financial services industry and/or investment management sector would be an advantage.

We can offer you

- A fascinating Business Development Experience in the Financial Industry.
- An opportunity to join an entrepreneurial and challenging business in a new role that will drive the business's future growth.
- A unique chance to use your skills, expertise, energy and passion to truly change people's lives.
- This is real opportunity for passionate, talented and proactive individuals to work with like-minded professionals in a positive and exciting *WeWork concept* environment.
- The opportunity to attend meetings and conferences in some of the most influential financial places in Europe.

How to Apply

Please tell us a few words about why you would like to work with us and send this alongside your CV to mathias.girard@alquity.com as soon as possible. Please put the candidate name & role in the subject of your email. We look forward to hearing from you, and do not hesitate to get in touch if you have any questions.