

## Head of Research

Trust Securities & Brokerage Limited · Karachi Division, Sindh, Pakistan (On-site)

## About the job

Position: Head of Research

Location: Karachi

Organization: Trust Securities & Brokerage Limited – Public Listed Stock Brokerage Firm

TSBL is seeking an experienced and visionary Head of Research to lead our equity research function and strengthen our thought leadership in the capital markets. This is a senior leadership role with high visibility and direct impact on investment strategy, client advisory, and market positioning.

### Key Responsibilities

- Lead and manage the equity research team across sectors
- Define research strategy aligned with business and market objectives
- Oversee high-quality fundamental research, financial modeling, and valuations
- Drive actionable investment ideas for institutional and retail clients
- Ensure compliance with regulatory and ethical research standards
- Represent the firm in media interactions, investor meetings, and analyst calls
- Collaborate with sales, trading and leadership teams

### Key Requirements

- 5-10+ years of experience in equity research within brokerage, AMC, or institutional setup
- Proven leadership experience managing research teams
- Strong expertise in financial analysis, valuation, and capital markets
- Excellent communication and presentation skills
- Track record of credible research and market insight
- CFA preferred