

# We are hiring for multiple positions!

## Analyst – Advisory

1-3 years of relevant experience | No of positions: 04

## Associate – Advisory

3-5 years of relevant experience | No of positions: 01

## Analyst – Equity Research

1-3 years of relevant experience | No of positions: 03

## Senior Analyst – Equity Research

3-5 years of relevant experience | No of positions: 03

Job Location: Shahrah-e-Faisal, near Tipu Sultan Road, Karachi

Application Process: Share CVs at [jobs@akseerresearch.com](mailto:jobs@akseerresearch.com) with the position as the subject line. We are an equal opportunity employer and females are highly encouraged to apply.



# Job Description: Analyst – Advisory

Analyst – Advisory would work with our global advisory team on diverse corporate finance projects, including feasibility studies, valuations, and more. Key responsibilities would be as follows:

- Conduct primary and secondary research; and in-depth data analyses using traditional and advanced methods
- Conduct market analysis, identify demand & supply gaps, and opportunity identification
- Source information from public sources, industry and paid-research data bases
- Prepare business plans, business valuations, financial feasibility, financial due diligence, information memorandums and other documents as and when required
- Prepare financial models – to forecast financial statements and market trends
- Assist senior managers in developing investment presentations including feasibility presentations, investment proposals, investment teasers, etc.
- Author reports containing actionable recommendations on Trading comps, Transaction comps, Industry analysis, Thematic Studies, etc.

## Candidate Profile:

The candidate should at least have a Bachelor's degree in economics, finance, accounting, or related disciplines from a reputable institution or ACCA certification. Candidates actively pursuing the CFA charter will be preferred. Other requirements:

- 1 – 3 years of experience in Equity Research, Corporate Finance, Advisory or Investment Banking
- Strong analytical and conceptual skills encompassing finance and investment
- Thorough understanding of basic and advanced finance concepts
- Proficient in MS Office and strong presentation skills
- Excellent communications skills (both written and oral English)
- Should be confident, hardworking, result oriented and a good team player

# Job Description: Associate – Advisory

Associate – Advisory would tackle a broad spectrum of corporate finance tasks, such as feasibility studies, valuations, and more, both locally and globally. The candidate will take on end-to-end project management, which includes in-depth research, report creation, comprehensive financial modeling, project execution, and client interaction. Key responsibilities would be:

- Conduct primary and secondary research; and in-depth data analyses using traditional and advanced methods
- Source information from public sources, industry and paid-research data bases
- Conduct market analysis, identify demand & supply gaps, and opportunity identification
- Prepare business plans, business valuations, financial feasibility, financial due diligence, information memorandums and other similar documents as per requirements
- Prepare financial models – to forecast financial statements and market trends
- Give business valuations, recommendations on project financing, and other financial analysis as per project requirements
- Author reports containing actionable recommendations on Trading comps, Transaction comps, Industry analysis, Thematic Studies
- Making presentations – answering questions and instilling confidence
- Make strategic recommendations (e.g., market entry strategies, product/pricing mix, market sizing, etc.)  
Train, mentor and guide junior analyst and trainees on the analyst's areas of expertise

## Candidate Profile:

The candidate should at least have a Bachelor's degree in economics, finance, accounting, or related disciplines from a reputable institution or ACCA certification. Candidates actively pursuing the CFA charter will be preferred. Other requirements:

- 3 – 5 years of experience in Advisory / Corporate Finance
- Proven experience of managing corporate finance / advisory mandates on end-to-end basis
- Strong analytical and conceptual skills encompassing finance and investment
- Hands on experience with financial modeling (creating spreadsheets and using advanced formulas)
- Proficient in MS Office and strong presentation skills and excellent communications skills (both written and oral English)
- Should be confident, hardworking, result oriented and a good team player

# Job Description: Analyst – Equity Research

Analyst – Equity Research will cover both local and foreign equities. The candidate will be expected to undertake detailed and focused research on the assigned sectors with the goal of contributing to investment ideas and client requirements. Key responsibilities would be:

- Develop a thorough understanding of sectors/companies assigned
- Conduct detailed research (both primary and secondary) on the assigned sectors/companies and generate investment ideas
- Prepare detailed financial models, databases and reports on the assigned sectors and companies under coverage
- Remain abreast of the key developments occurring in the broader market in general and assigned sectors in specific and provide active and timely updates through alerts and briefs
- Assist the department in developing/maintaining/updating databases and periodical reports

## Candidate Profile:

The candidate should at least have a bachelor's degree in economics, finance, accounting or related areas from a well reputed institution or an ACCA. Candidates with a CFA qualification (charter holders/actively pursuing the program) will be preferred. Other requirements:

- 1 – 3 years of experience in Equity Research
- Strong analytical and conceptual skills encompassing finance and investment
- Thorough understanding of various valuation approaches and methods
- Excellent communications skills (both written and oral English)
- Should be confident, hardworking, result oriented and a good team player

# Job Description: Senior Analyst – Equity Research

Senior Analyst – Equity Research will cover both local and foreign equities. The candidate will be expected to undertake detailed and focused research on the assigned sectors with the ultimate goal of contributing to investment ideas and client requirements. Key responsibilities would be:

- Develop a thorough understanding of sectors/companies assigned
- Conduct detailed research (both primary and secondary) on the assigned sectors/companies and generate investment ideas
- Prepare detailed financial models, databases and reports on the assigned sectors and companies under coverage
- Remain abreast of the key developments occurring in the broader market in general and assigned sectors in specific and provide active and timely updates through alerts and briefs
- Assist the department in developing/maintaining/updating databases and periodical reports
- Train, mentor and guide junior analysts and trainees on the analyst's areas of expertise

## Candidate Profile:

The candidate should at least have a bachelor's degree in economics, finance, accounting or related areas from a well reputed institution or an ACCA. CFA level 3 candidates will be preferred. Other requirements:

- 3 – 5 years of experience in Equity Research
- Strong analytical and conceptual skills encompassing finance and investment
- Thorough understanding of various valuation approaches and methods
- Excellent communications skills (both written and oral English)
- Should be confident, hardworking, result oriented and a good team player