

## **Open Position in US Equity Sale for Private Wealth Client Group**

### Responsibility

Private Wealth Management (PWM) has become one of the fastest-growing careers in the global financial industry due to increasing number of high net worth population and hence demands for the service. Phatra Securities is a leading onshore wealth manager with total client asset under our advisory of over USD 4 billion.

The Company is soon launching an offshore trading service for our Thai Private Wealth client base, covering major stock markets around the world with the main focus on US stocks. We are looking for a seasoned US equity salesperson to actively market and provide US equity solution to our high net worth clients based on our equity research and asset allocation strategy. Responsibilities include:

- Summarize related US macro economic news and top-picked US single stock to all financial consultants (Private Wealth Client Group's Relationship Managers) regularly based on reports available from Merrill Lynch and our in-house research team
- Regularly update high net worth clients on US market sentiments, trends, and followed stocks
- Meeting with clients to pitch investment ideas on top-picked single stocks

### Qualification

- Bachelor's degree or higher
- 3 – 5 years experience in US equity sales (cash stock) or US equity research
- Self motivated, proactive, and entrepreneurial in pioneering new business opportunities
- NOT Required: Thai nationality or Thai language skills are not mandatory

### About Phatra Securities

Phatra Securities Public Company Limited is one of the leading securities companies in Thailand with respect to investment banking business and the provision of brokerage services to institutional clients, having secured approximately 10.0% market share of institutional clients. The Company provides a broad range of financial services. The Company has maintained a contractual relationship with Merrill Lynch under the Business Service Agreement and Research Co-operation Agreement to maintain a strategic alliance.

For more information, please visit <http://www.phatrasecurities.com/en/index.asp>

### Contact

Please send your resume to [aronrath@alum.mit.edu](mailto:aronrath@alum.mit.edu)