

**POSITION SPECIFICATION**

**PAN EUROPEAN EQUITY SALES**

**New York Office**





## **POSITION SPECIFICATION**

### **KEPLER CAPITAL MARKETS**

#### **INSTITUTIONAL PAN EUROPEAN EQUITY SALES**

#### **THE COMPANY**

Kepler Capital Markets ("Kepler") is a leading European brokerage firm providing high quality research and agency brokerage services on a multi-local basis. Our value-added proposition is 'Local insight, European scale' thanks to our presence in Amsterdam, Frankfurt, Geneva, Madrid, Milan, Paris, Zurich and New York.

As a multi-local broker, Kepler enjoys unique contact with local corporate clients and investors. Being local provides clients with an in-depth understanding of local economic, political, regulatory and cultural issues. We believe that our local presence is the key driver for our supply of unique investment ideas. The New York office is responsible for distributing research products to institutional investors throughout North America.

#### **SALES TEAMS**

Kepler employs a sales-force of approximately 80 sales professionals with an additional 33 sales traders located in 8 countries.

By locating our sales people next to our analysts and in proximity to the companies they cover, we believe that we are able to deliver 'local' intelligence to our clients. Our job is to tailor our service to each individual account. 'Client-driven' is more than a cliché; it is the way we do business.

Kepler enjoys healthy market shares with pension funds, mutual funds, insurance companies, hedge funds and proprietary trading desks located around the world. Geographically, the largest part of our commissions comes from UK, US, French and German investors.

#### **OUR RESEARCH**

Kepler has approximately 60 analysts that cover 500 stocks across 35 sectors in Continental Europe.

Our highly ranked research offers a local approach within a European framework. Kepler's analysts are located in each of our Continental European offices, which means, we are able to visit companies, their competitors, suppliers and customers on a weekly basis. Our regular, high-level contacts with companies help us identify inflection points. Our experience proves that grass-roots intelligence from unconventional sources often leads to investment out-performance. The vast majority of our analysts are local nationals with relevant industry experience in their sectors.

We believe that our management and employee-owned franchise adds significant value to investment managers through independent research, entrée to analysts, access to company management, and alpha-oriented idea generation.

#### **THE POSITION**

The Senior Sales Representative will report to Jonathan Saxon, Head of Equities, New York. Senior management includes Elias Khoury, Deputy Head of Equity Brokerage and Marlon Kelly and Jose Antonio Hernandez, jointly Kepler's Heads of Equity Brokerage globally.

The candidate will be responsible for providing continuous pro-active sales coverage to institutional clients throughout North America. Maintaining and expanding existing fund business with current



clients is required, along with cultivating and acquiring new selling relationships with prospective clients.

Responsibilities include:

- Idea generation;
- Direct sales;
- Distribution of European research;
- Cultivating and maintaining complete and well documented interactions with clients, as well as flagging potential sales opportunities in the firm's CRM Database;
- Scheduling and organizing conference calls with analysts;
- Coordinating with European sales teams, analysts, trading, marketing and other groups to ensure complete account coverage;
- Developing and expanding relationships with existing clients to increase vote;
- Developing connectivity (DMA) trading relationships with North American clients; and,
- Traveling to meet with clients and institutional prospects throughout North America.

### **THE INDIVIDUAL**

The appropriate candidate will have at least 3-5 years experience directly servicing North American institutions that invest in European equities.

He/she must have a strong interest in European equity markets and be able to generate and articulate investment ideas in collaboration with the firm's research teams. Other key skills include exceptional organizational ability, attention to detail, and a willingness to do whatever it takes to get the job done.

Strong interpersonal and team skills are critical to success - he/she must also work effectively with staff members in European offices. Finally, he/she must be willing to travel significantly to visit clients and to help plan and attend corporate events.

Qualified candidate should have at least a BS or BA degree. He/she must also have the Series 7 and 63 licenses, or be ready to quickly acquire these credentials.

### **LOCATION**

Kepler Capital Markets  
600 Lexington Avenue (52nd Street)  
New York City, New York 10016

### **CONTACT INFORMATION**

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