



## **Open Position: Junior Business Development Associate**

### **About Us**

The Lind Partners is an alternative asset management firm in New York City that manages several hedge funds focused on small- and mid-cap publicly traded companies around the world, investing in equity, debt and hybrids.

### **Junior Business Development Associate**

As a Junior Business Development Associate, you will be reporting directly to a Managing Director to assist in identifying and analyzing new investment opportunities. Furthermore, you will be “client facing” as you assist the firm in building relationships with prospective investee company’s C-level executives by attending industry events, speaking on conference calls and, eventually, helping to structure new investments.

This includes, but is not limited to: generating lists of potential investment targets; identifying, researching and analyzing opportunities that meet firm criteria; having direct contact with C-level executives of companies via email, phone calls and in-person meetings, and general support to the fund’s Managing Directors.

The core team has been working together since 2009, and this role provides an ideal opportunity for a self-motivated individual interested in taking a key role on a small, talented team at a fast-paced hedge fund. This role is not for someone who wants to be a cubical dweller their entire career. You will learn fundamentals of evaluating companies according to our proprietary business model, apply the hard skills you learned in college and combine those with the soft skills of deal-making. There will be an initial training period as you learn our niche financial products, market sectors, and competitive landscape. Ultimately, the ideal candidate will have an interest in being a “deal person” by advancing, over time, to a dedicated business development role that is largely self-managed.

### **Key Responsibilities**

- Prepare and update regularly analyzed screens, reports and other documentation on activities and market feedback utilizing CapitalIQ, Bloomberg, and/or Salesforce; eventually show creativity in expanding/creating new screens and ways to target prospective investee companies.
- Once a target list is identified, demonstrate analytical skills to hone the target list to generate the best opportunities using firm’s proprietary knowledge and experience
- Conduct outbound prospecting activities, including emails and evening conference calls (Australia morning timezone) to diligence new leads and build relationships with companies
- Host introductory phone calls and meetings to build relationships with new prospective companies (initially these would be led by senior Business Development personnel with less involvement over time as candidate gains experience and demonstrates autonomy and ability to successfully run and manage meetings solo
- Ad hoc support to the Managing Directors
- Attending industry conferences in New York City as well as traveling both domestically and internationally for conference and business development purposes

### **Job Qualifications**

We are looking for the following attributes in the ideal candidate:

- 4 year college degree, preferably degrees in business administration, finance, accounting, economics and related areas of study.
- 1-2 years of investment banking, commercial banking, sales, business development, business consulting or related experience
- Exceptional communication skills (both written and verbal); ability to be confident and self-assured when interacting with high-profile corporate executives
- Well-organized under pressure managing multiple projects with shifting priorities
- Ambitious and thrives in a fast-paced and entrepreneurial environment
- Process driven with an understanding of Excel
- Familiarity with S&P/CapitalIQ, Bloomberg, and/or Salesforce

**Job Type:** Full-time

**Job Location:** New York, NY 10017

**Required education:** Bachelor of Science

**Required experience:** 1 year