



How to Get an Equity Research Analyst Job: A Guide to Starting a Career in Asset Management

By Gillian D. Elcock

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Do you want to get a job in the asset management industry, analyzing stocks or managing portfolios? It is a highly competitive process, with hundreds of university graduates, MBA students, and others trying to get into the industry every year, but not many available positions. How do you go about convincing a company to give you a job? What will the interviews be like and how should you prepare? Should you apply for sell-side research roles as well as buy-side ones? What are the real differences between the buy and sell side? This book, written by an experienced equity research analyst, will answer these questions and more. It will guide you every step along the way, from choosing which companies to target, to mastering the specialized interview process, so that you can stand out from the pack. It includes: an overview of the asset management industry, also known as the 'buy side'; description of the role of the equity research analyst, including a comparison of the buy side and sell side jobs; tips on preparing a great resume and cover letter; details about all the most common interview types you are likely to encounter, and how best to prepare for them; and, advice on how to be successful once you start your career as an equity research analyst.

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Editorial Review

Review

This book is a thoughtful and patient guide through what can be a very intimidating process. The author holds your hand every step of the way, demystifying and clarifying, suggesting and prodding. She offers a comprehensive how-to that every first-time, buy-side job seeker shouldn't do without!--Marie Rossi, Former Senior Buy-Side Equity Research Analyst and II-Ranked Sell-Side Analyst

About the Author

Gillian Elcock has worked as an equity research analyst for several years at respected asset management companies in the U.S. and the UK, including Putnam Investments and Insight Investment. She started her career as a management consultant at The Boston Consulting Group. She holds an MBA from the Harvard Business School and MEng and BSc degrees from the Massachusetts Institute of Technology. You can visit her blog at www.dennyellison.com.

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