

Position is based in Hong Kong

Company Description:

The Mergermarket Group's products and services provide the global advisory and corporate communities with intelligence and analysis, leading to real revenues for clients. With regional head offices in London, New York and Hong Kong and over 250 journalists in 46 locations worldwide, reliable and validated proprietary intelligence and historical data is provided via the mergermarket, dealReporter, Debtwire, Wealthmonitor and MergerID on-line platforms. Our clients are amongst the worlds leading legal and advisory firms, investment banks, hedge funds, private equity firms, fund managers, and corporate firms.

Job Qualifications:

A strong candidate will be a Mandarin native speaker, have excellent communication skills, be self-motivated and enjoy an environment in which autonomy and an enthusiastic attitude is a must.

An ideal candidate would have **also** the following attributes:

- Outgoing personality and commercially driven;
- An interest in the mergers and acquisition industry;
- Previous account management and/or group presentation experience;
- Be educated to degree level.

Job Description:

As a CRM based in the Hong Kong office, the candidate will be responsible for the management and training of a portfolio of mergermarket clients in Hong Kong and Greater China, including Investment Banks, Advisory Community and Private Equity firms.

The role provides an ideal opportunity for individuals wishing to develop their client facing skills in a fast paced and driven environment focusing on the mergers & acquisitions community. Key responsibilities include:

- Managing an existing client base whilst ensuring these clients renew their subscriptions;
- Developing and cultivating relationships at the highest levels within these accounts;
- Identifying and delivering increased revenues combined with excellent service levels;
- Providing training and guidance to the client base, through one-on-one meetings, large scale presentations and telephone calls;
- Travelling to regional bases of clients;
- Liaising with clients on the mergermarket helpdesk providing assistance on any issues related to the service and management of client requests in a timely manner;
- Elaboration, with the Marketing and Editorial teams, of documents for clients covering market analysis and the best journalistic opportunities;
- Working with the Product Development department to ensure product and service enhancements are communicated and executed through rigorous testing on a 'right-1st-time' basis.

Applications should be sent to

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The Mergermarket Group is fully committed to a policy of non-discrimination and to promoting equality of opportunity in employment on grounds of merit, experience, skills and aptitude in order to maximise the full potential of both existing and prospective employees.

