

**Senior Sales Account Manager,
Asia-Pac, dealReporter
Based in HK**



Job Specification

Mergermarket's specialist buy side intelligence and research product, **dealReporter**, is looking to add a strong sales person to the existing Asia-Pacific team. The ideal candidate will be based in Hong Kong, generating business opportunities across the Asia-Pacific markets.

dealReporter was established almost 10 years ago and has over 600 hedge fund/buy side fund subscribers globally. dealReporter delivers proprietary forward-looking intelligence, analysis and data on a variety of corporate events in the equity and credit markets. This in-depth coverage, news, data and analysis provides subscribers with that all-important edge in the investment decision and risk management process, which is why dealReporter forms an essential part of the subscribers' trading strategies.

Our buy side subscribers are a mixture of multi-strategy, event-driven, risk arbitrage, long/short, convertible bonds, long only/custodial lending and family offices. For investment banking, we sell to proprietary trading, equity finance, credit trading, ECM, DCM, equity derivatives and private banking teams.

The ideal candidate will have proven skills in sales, growing businesses and delivery of targets. Excellent relationships across the Asia region for buy-side and investment banks is essential, preferably with experience working in a brokerage/investment banking business, or within the information product environment.

A strong interest in and understanding of the financial markets and global hedge fund/buy side industry. The successful candidate will work closely with colleagues covering research, sales, crm and editorial in the region and working with existing sales teams in London, NY and Dubai.

As well as being organised, presentable and personable, candidates should have excellent written English and communication skills. Fluency in an additional Asian language, such as Mandarin or Japanese, would be advantageous.

The Mergermarket Group has a strong regional Asian presence, with offices in Hong Kong, Sydney, Shanghai, Tokyo, Singapore and Mumbai. Mergermarket is part of The Financial Times Group, which is a Pearson company. Mergermarket is an equal opportunities employer and offers the ideal candidate an opportunity to develop their skills and widen their financial services industry experience.

Key Tasks

- Delivery of/exceeding own individual new business sales and subscriber management renewals
- Identify and deliver new revenue opportunities and develop sales strategies to increase company revenues
- Increase sales of global content in Asia region – selling US, EU, MENA, LATAM content domestically
- Develop a continuous pipeline of sales leads
- Build relationships with key subscribers and prospects across the region
- Liaise with product Editorial and Research teams in region and globally
- Manage roll out of new product launches in the region
- Perform other duties as required

Essential Skills

- Entrepreneurial approach, coupled with tenacity, drive and initiative
- Communication with senior personal across buy side market – PM, Head's of Trading, COO, CEO
- Confident sales skills to arrange high level meetings, build pipelines and execute business



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- Good relationship management skills; enjoys face to face meetings with subscribers
 - Hard working and fast learning
 - Knowledge and interest in financial services industry
 - Fluency in English

Reporting Structure

The position will ideally be based in HK and reporting to Managing Director, dealReporter (Dubai, UAE) and Managing Director, Asia Region, Mergermarket Group (HK)

Applications

Please send a covering letter and CV with current salary details and availability to:

Simon Anam, Managing Director, Asia-Pacific; sa@mergermarket.com; + 852 2158 9730 and
Matthew Board, Sales Manager,; + 61 2 9467 6654; Matthew.Board@dealreporter.com
Elaine Mulcahy, Managing Director, dealReporter: em@dealreporter.com; +44 207 059 6160

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.