



About ICA

Institutional Capital Advisory ("ICA") is an independent capital markets advisory firm, specializing in private placements, financial advisory, and investor relations in Greater China and Southeast Asia. We partner with Asia's private and public companies to accelerate their growth and to create lasting shareholder value. Our services include financial advisory services for early and growth stage companies, portfolio exit services for funds, and investor relations strategy and communication services for public companies. We specialize in the following industries: consumer, TMT, fin-tech, travel, education, advanced manufacturing, and the sharing economy, among others.

We are now looking for qualified candidates in ICA's 3 divisions to be based in our Shanghai office.

Associate

The associate role provides an opportunity to lead ICA's communication with Asia's leading public listed companies in the Greater China region, including HKEX, US ADR and A-shares. You will also help to drive the strategy and project management around ICA's investor relations projects. The position offers an opportunity to be exposed to a wide range of industries in Greater China's capital market and to generate research products on emerging trends. You will be exposed to all types of Institutional Investors in the global buy-side community, assisting the senior members to research institutional investors' investment style and approach. Qualified candidates are expected to be familiar with the capital market and be curious of knowing the reasons behind investments and strategies.

What you will do:

Equity Research

- Generating industry-wide or company-specific ideas on specific issues or on the back of clients' need
- Independently and/or collaboratively structuring the research product based on the aforementioned topics
- Broadcasting and communicating the research product internally and externally
- Proactively helping with improvement of day-to-day operation within the division

Institutional Investor

- Conducting in-depth research on Institutional investors, including fund style, investment approach, research method and fund managers' market view
- Analysis of shareholding structure and major Institutional shareholder movements for clients
- Building network with global Institutional investors and coordinate investor outreach efforts and communications
- Proactively helping with improvement of day-to-day operation within the division

Client Management

- Designing and implementing effective investor relations strategy based on an in-depth understanding of client needs, building a long-term relationship with the client
- Coordinating and communicating internally to generate necessary analysis and reports for each client
- Proactively helping with improvement of day-to-day operation within the division

What you will need:

- Bachelor's degree, preferably in finance, accounting, economics or related field
- 1-2 years of related experiences in research in sell-side or buy-side firm, investor relation, corporate access, corporate finance, consulting firms, big 4, institutional investor databases, corporate operation and/or strategy
- Excellent command of English and Mandarin
- Self-starter able to work independently and in a team
- Strong communication, organizational and project management skills
- A mindset that accepts a dynamic but fast-growing and ever-changing surroundings
- Be willing to travel for corporate and investor meetings

If you are interested in the position, please send your CV to careers@icaasia.com with an email titled "ICA_APPLICANT NAME_DIVISION"