



Analyst – 2020

Location: Pune, India

About Kingfish Group

Kingfish is a private equity advisory and investment firm. We have pioneered a new approach to private equity investing that places us at the intersection of people, ideas and capital. At the core of our efforts are deep, systematic relationships with proven operating executives. Our firm comprises two core business segments; our private equity investment business and advisory business that supports a limited set of high-performing PE sponsor as they identify, invest in and grow businesses. Our philosophy is to find the best people and give them the freedom to learn, innovate and outperform. In that spirit, we have a democratic culture and ensure that each individual contributes substantially to firm strategy and goals, and there is extensive feedback on performance. We pride ourselves on assembling high-performing teams to pursue inspiring goals.

Position Summary

Analysts work as part of a Kingfish project team as they seek out and engage executive advisors to support the firm and its partners in the evaluation of investments. They play a critical role in the firm's ability to connect with a broad set of executive advisors and to identify and engage those that can make a unique impact. Specifically, Analysts are responsible for (a) Managing the strategy and timelines of our research efforts for each project (b) Leading outbound email communication with industry executives, supporting associates as they seek to work with them throughout the investment process (c) Gathering insights and draft deliverables to support investment decision making and progress (d) Contributing to company-wide initiatives that improve how we do our work and make us a stronger team.

Responsibilities

- Manage the strategy and timelines of our research efforts for each project
 - Guide our research team as they identify industry executives and other primary data sources
 - Maintain project timelines and ensure project workstreams are progressing
 - Proactively recognize when a workstream requires additional support to overcome obstacles
- Lead outbound email communication to industry executives, supporting associates as they seek to work with them throughout the investment process
 - Own email outreach as well as coordination and scheduling of conversations with executives
 - Shadow and (over time) participate in calls with industry executives, taking notes and drawing out key insights
- Gather insights and draft deliverables to support investment decision making and progress
 - Identify key insights from information and recommendations gathered from conversations with industry executives and research
 - Prepare and reviewing high-quality key deliverables such as market landscapes, and research reports
- Contribute to company-wide initiatives that improve how we do our work and make us a stronger team.

Candidate Profile

- **Qualification:** Bachelor's with 1 to 2 years of relevant work experience which may include: consulting firms, executive recruiting firms, expert networks, multinational service firms
- **Relationship Building:** High EQ with advanced written/ verbal communication skills, executive presence and an ability to build relationships with stakeholders at all levels
- **Intellectual Curiosity & Creativity:** thoughtful in asking questions and pursuing answers, excited to learn
- **Structured Thinking & Analytical:** breaks down complex problems and solve them in creative ways
- **Communication & Information Synthesis:** effectively identifies key insights and present insights
- **Project Management:** ability to manage multiple concurrent projects with tight timelines
- **Proactive & Collaborative:** team player that takes initiative to improve the team and the firm

Contact

If this role describes you and the type of environment in which you thrive, e-mail us at recruiting@kingfishgroup.com.

- Attach your latest resume along with an introduction describing why your background is a fit for this role
- In the subject line, mention "Analyst – 2020"