

Job Title: Sales Strategy Summer Analyst
Business Unit: NYINT
Location: New York
Full Time/Part Time: Full Time
Hours: Regular

Position Summary:

This position provides analysis and support to all aspects of the global sales organization including, but not limited to quantitative modelling, forecasting, and revenue analytics. The ideal candidate will be able to utilize sales data to articulate actionable insights to the global sales team. This individual will interact with a diverse group of internal brokers and staff on a global basis.

Duties & Responsibilities

Responsibilities:

- Develop intelligent models to forecast future revenues
- Evaluate industry trends and offer corresponding strategic recommendations for revenue growth
- Assist with strategic recommendations for capital deployment
- Analyze account performance and revenue quality on a return-on-capital (ROC) basis
- Maintain a commitment to the company's values, business processes, and code of ethics
- Perform other duties as assigned

Experience & Skills Required

- MBA candidate or candidate for master's/bachelor's degree in quantitative discipline (mathematics, statistics, operations research, financial engineering, or equivalent)
- Quantitative modelling skills (exposure to optimization, stochastic processes, simulation, and forecasting)
- Proficiency with Python, R or other scripting language in an analytics capacity
- Proficiency with Microsoft Office suite
- Excellent verbal & written communication skills; ability to communicate quantitative principles to a broader business community
- Ability to manage multiple conflicting priorities
- Ability to work independently and take initiative to meet deadlines
- Ability to read financial statements preferred