



# DRIVE BUSINESS FORWARD

Leading professionals around the world often find themselves in situations where they don't have the knowledge they need to confidently make decisions and move forward. That's when they turn to AlphaSights. Our people bring commercial instincts and a whatever-it-takes mentality to every project to understand our clients' unique questions and identify the precise experts who can offer valuable insights.

We connect our clients to the knowledge they need, helping them think faster and smarter than the competition, generate ideas, and make extraordinary breakthroughs to drive business forward.

## WHAT WE LOOK FOR



Successful candidates have an interest in working in a client-facing, business-oriented capacity. They bring a client-first attitude and are results-oriented, driven, and emotionally intelligent. They embrace our entrepreneurial, fast-changing, and highly collaborative environment and demonstrate strong interpersonal and leadership skills.

## ABOUT US

We have 500+ employees in nine offices around the globe and regularly rank among the fastest growing companies in the world. Learn more at [alphasights.com](http://alphasights.com)



## NOW RECRUITING ON CAMPUS

### Associates & Summer Associates, Client Service

As an Associate on our client service team, you'll act as the connection point between our clients and industry experts. Your role is to focus on clients' knowledge gaps and identify specialists with the knowledge that can address them. Thinking quickly and critically, you'll conduct surface-level research on companies and industries to identify the precise experts around the globe who can answer our clients' questions. You'll spend considerable time reaching out by phone to experts to assess whether their expertise is a relevant match to the client request you're working on and you'll connect qualified experts to our clients in real time. Working on several client requests at the same time, you'll need to learn effective prioritization to efficiently identify and qualify highly relevant expertise.

This is a fast-paced, client facing, communication-intensive role with a focus on effectiveness and revenue generation. Associates develop skills in negotiation, professional communication, project management, client service, and conflict resolution which pave their way to successful careers in commercial and operational leadership.

## INTERVIEW PROCESS

1. Resume drop
2. On-campus interview
3. On-site project-based interviews
4. Final round with senior leadership
5. Offer

## MEET US ON CAMPUS THIS FALL

- 10/1 AlphaSights Info Session: Careers in Knowledge Search**  
7:00-8:00pm - Location TBD
- 10/2 Associate Program - Resume Drop Deadline**  
Please apply & follow instructions on Handshake for positions in New York & San Francisco
- 10/5 Summer Associate Program - Resume Drop Deadline**  
Please apply & follow instructions on Handshake for positions in New York & San Francisco
- 10/11 Associate Program On-Campus Interviews**
- 10/17 Summer Associate Program Virtual On-Campus Interviews**

## QUESTIONS?

Contact Brett Kirschner, your campus recruiter at [brett.kirschner@alphasights.com](mailto:brett.kirschner@alphasights.com)



NOW RECRUITING ONLINE

# STRUCTURAL FUNCTIONS

As a company that's constantly moving forward, we're seeking to continuously improve our organization and the services we provide clients. Our structural teams lead this charge. In addition to our client service roles, we're also recruiting online for the following. To apply for any of these roles, go to [alphasights.com/careers](https://alphasights.com/careers).

## Client Protection Associate

Client Protection is a dynamic and autonomous function designed to help our clients use our services and access knowledge safely. The team has a wide remit and visibility, operating cross-functionally on a variety of levels within the business and with our clients. Client Protection Associates monitor client requests, develop and implement new policies, anticipate possible roadblocks, train our employees, and ensure that everyone plays by the rules. This is an exciting opportunity for meticulous team players with a background in operations, law, or risk management looking to transition into a high-growth commercial environment.

## Demand Generation

The Demand Generation Associate will support sales as well as our client service teams to drive awareness across our target client base and move prospects to the top of the funnel at both target and existing accounts. You will be responsible for supporting growth within the corporate client segment at AlphaSights. You will do this by identifying buyer personas and building campaigns to drive engagement across a number of different medias. You'll work with the team to nurture these key prospects and aim to develop customer relationships for the long term.

## Business Development Representative

We have grown our Marketing & Sales team to drive awareness of our core product offering and build out our corporate client base. We are now looking to add a Business Development Representative to the team who will be the first point of contact for prospective clients and can help bolster our sales efforts through efficient outreach and engagement. This is an excellent role for someone looking to learn the basics of market research and sales within a driven and collaborative team environment!

CHECK BACK FOR

ADDITIONAL ROLES

We're rapidly growing and have new opportunities posted regularly. Visit [alphasights.com/careers](https://alphasights.com/careers) to learn about opportunities in the following functions.

- Corporate Development
- Human Resources
- Professional Development
- Recruiting
- Communications and Marketing
- Office Experience
- Technical Operations

