



Responsibilities:

As an Analyst, you will be integrally involved in all aspects of the company's three core businesses: investment banking, consulting, and valuation. ECHELON Analysts are involved in a diversity of related tasks which include:

- Sourcing and executing deals
- Delivering written and oral evaluations of business opportunities
- Preparing and delivering professional marketing presentations to investors, buyers, sellers, and prospects
- Performing detailed company and industry research
- Preparing financial models and valuation analyses
- Participating in due diligence and transaction negotiation sessions
- Closely tracking industry trends

We are confident our powerful service platform and rigorous client projects provide the ultimate learning and developmental experience for you as an aspiring investment banker, consultant and entrepreneur. Your position and responsibilities will also provide you with opportunities to teach what you know to ECHELON's clients, employees and strategic partners.

Analysts will be afforded a tour through many of the functional areas of business that will likely include: finance, marketing, accounting, human resources, legal, sales, research, technology, and operations. You will also have the opportunity to explore many of the following: investment banking, strategy consulting, private equity, venture capital, investment management, board governance, corporate development, and entrepreneurship. The depth and breadth of your exposure to these important senior management issues from an applied perspective is an opportunity that likely does not exist elsewhere. The quality of the ECHELON experience transcends that offered by larger investment banks, and given our focus on research and marketing, it surpasses small and mid-sized firms as well.

In addition, you will have an opportunity to learn a great deal about the three key industries we serve: wealth management, investment management, and investment technology. All of the elements above will provide an unparalleled portfolio of skills and experiences for you to further your professional development at ECHELON, launch a campaign for business school, and/or pursue another academic endeavor at some point in the future.

ECHELON is committed to hiring only the most exceptional candidates and to ensuring that their experience at ECHELON is rewarded financially and with professional growth. The Analyst position is a full-time position, working Monday through Friday and on weekends where necessary.

Requirements:

To qualify for this position, candidates must have:

- A B.A. or B.S. degree from a top tier university
 - 1-3 years of relevant work experience in financial services, investment management, investment research, investment banking, management consulting, entrepreneurship, or law and/or a degree from a top-tier master's program
 - A connection to Southern California
 - Excellent written and oral communication skills
 - A high level of motivation and resourcefulness
 - An ability to think strategically and evaluate critical business issues
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- Advanced proficiency in Microsoft Excel, Word, PowerPoint, and Outlook
- A dedication to make a significant contribution to personal development
- An ability to work in Manhattan Beach, CA
- Working knowledge of traditional and web-based marketing & graphic design is a plus
- Experience with SEC and FINRA compliance is a plus
- Ability to live and work in the U.S. ECHELON is not able to sponsor visas for this position.

Analysts have the ability to leverage ECHELON's marketing programs, contact databases, and robust library of intellectual property. Candidates must possess an in-depth knowledge of the financial services industry (preferably related to wealth and investment management) and a related network of contacts.

If you meet the above requirements and are interested in exploring opportunities at ECHELON Partners, **please submit your resume or CV and cover letter to ssphere@echelon-partners.com.**

Should you wish to apply, please make "ANALYST FIRST NAME LAST NAME" (in all caps) as the subject line of the email.
