

GRAVITAS

SECURITIES INC.

- Company:** Gravitas Securities Inc.
- Address:** RBC Centre, 155 Wellington St West, Suite 2920, Toronto ON M5V 3H1
MNP Tower, 1021 West Hastings, Suite 2880, Vancouver BC
- Department:** Investment Banking
- Title:** Equity Research Analyst
- Time:** Full-time
- Instructions:** Please send a cover letter, resume, and any sample research report(s) to careers@gravitassecurities.com with "Equity Research Analyst – FirstName LastName" in the Subject Line
- Deadline:** Please have applications in by Friday, ●, 2021

Ideal Candidate:

Gravitas Securities Inc. is looking for a bright, motivated individual with a proven track record in finance and the capital markets. The successful candidate will be responsible for providing equity research coverage for Gravitas Securities' portfolio companies, through publishing of company reports, thematic work, and timely event-driven analysis. The Equity Research Analyst will have the opportunity to work alongside experienced industry leaders. The team is looking for a self-starter who is comfortable working both independently and as a part of a team.

Duties and Responsibilities:

- Conduct in-depth market, industry, and company research
- Build, maintain, and update comprehensive and complex financial models and industry databases
- Prepare company, industry, and market research reports and presentations
- Monitor and interpret major company developments and identify macro themes and trends affecting related industries
- Develop and maintain connections with investor relations and management of companies under coverage group and proactively provide insight on conference opportunities
- Answer client inquiries and assist in hosting/planning of conferences
- Manage our portfolio companies' earnings cycle
- Work closely with our investment banking team
- Use the S&P Capital IQ web portal and plug-ins to conduct research and financial analysis
- Apply knowledge of accounting principles to inform financial analysis, including International Financial Reporting Standards (IFRS) and Generally Accepted Accounting Principles (GAAP)
- Use and create macros and Visual Basic for Applications (VBA) to increase efficiency when working with Excel and PowerPoint
- Assist with ad-hoc administrative tasks

Qualifications, Skills and Requirements:

- Bachelor's Degree in Commerce / Finance or a related discipline at a leading academic institution required; enrollment in the CFA program is considered an asset
- Minimum 3 years of full-time equity research work experience

- Knowledge of investment banking processes and related industry practices, preferably in consumer, healthcare, technology, and/or diversified
- Ability to prepare extensive reports and present findings to companies with clear and concise action advice
- Strong quantitative skills with comprehensive understanding of accounting, equity analysis, valuation, and financial modeling
- Exceptional primary research and writing skills
- Must be able to adapt and prioritize, meeting deadlines, in a fast-paced environment
- Must have a positive, professional attitude and always demonstrate professionalism
- Must be able to work well independently with an ability to work collaboratively with others
- Must be able to maintain confidentiality, utilize judgment, and work with minimal supervision
- Should be highly motivated, independent but able to work within a team in an environment that is fast paced and rapidly changing
- Highly organized with excellent attention to detail and quality of work
- Strong interpersonal and customer service skills, with the ability to interact with investors, industry contacts, investor relations personnel, and senior management at portfolio companies

About Gravitas Securities Inc., Investment Banking:

Gravitas Securities Inc. (GSI) is a leading full-service investment dealer providing independent, customized, and tailored investment banking solutions with a specialization towards growth-stage companies from offices in Toronto and Vancouver. The firm's dedication and expertise across multiple leading-edge industries offers clients unique market insight as they execute on their strategy to enhance shareholder value. GSI also provides private client wealth management services committed to adding measurable value to clients, meeting their individual investment needs. GSI is a member of the Investment Industry Regulatory Organization of Canada (IIROC), a Participating Organization of the TSX Venture Exchange and a member of the Canadian Investor Protection Fund (CIPF).

Our dedicated team of investment banking professionals has the expertise to help companies at all stages of their growth. We have extensive experience raising equity from both institutional and retail investors and debt capital from private equity for clients in a range of industries, including technology, healthcare, mining, alternative energy, consumer, financial services, real estate, and industrials.

At GSI, we don't believe in a one-size fits all approach. We offer cost efficient financial solutions tailored to our clients' exact requirements, enabling them to effectively reach their strategic goals.

Our Investment Banking Services include:

- Private equity and debt placements
- Secondary offerings
- IPOs / RTOs
- Mergers & acquisitions
- Venture capital
- Resource production lending
- Capital pool companies
- Corporate workouts and refinancing
- Sponsorship