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How do I make the move from Sell Side into Buy Side and when?

Many corporate financiers are keen to develop their career by moving to work on the buy side within private equity, fund management or asset management. This is a very achievable aspiration and to achieve it you are most likely going to have:

- ◆ Strong academics – A Levels and Degree
- ◆ Experience within a Bulge Bracket Bank or Blue Chip Boutique
- ◆ Excellent PowerPoint, Excel and systems skills covering detailed analysis and financial modelling
- ◆ A good understanding of the buy side
- ◆ Professional and impressive inter personal skills
- ◆ A good professional network
- ◆ Drive and ambition

There are 3 key stages when you can make this move:

- ◆ 3rd year analyst
- ◆ Associate
- ◆ Director

Due to the high demand for roles in this sector the best way to source the right opportunity is to utilise your own network and apply directly. Otherwise do check the web sites of funds you are keen on or, once again, talk to your recruitment consultant.

You can develop your experience to be attractive to buy side companies:

- ◆ Develop your network in PE etc. from day 1
- ◆ Work on as many buy side funded deals as possible
- ◆ Keep up to date with the market
- ◆ Specialise in a sector

