



Associate

Client Strategy & Data Insights (CS&DI)

Location – New York, NY

SPS by Bain & Company, an award-winning provider of market intelligence for the M&A community, is seeking an **Associate** for its **Client Services** team. Clients include private equity firms, corporate buyers, lenders, and M&A advisors. We help them navigate the competitive and opaque world of deal origination to prioritize relationships, streamline internal processes, and improve their firm's overall performance. We are the subject matter experts, employing a proactive & consultative approach leveraging SPS' expertise of developing and implementing functional solutions.

You will love this role if:

- You want to work with good people that value your contributions.
- You embrace the challenge of wearing multiple hats in a small company that is scaling quickly.
- You enjoy mastering complex processes and taking ownership for their improvement.

Mission

The Associate reports to the **Director of CS&DI** and is responsible for managing all aspects of client data and weaving it together with our internal research database to produce investment-ready conclusions. You will be expected to proactively build internal relationships across multiple groups, further your own knowledge of the firm's product offering, and accelerate your own development. This role consists of 50% cyclical and 50% project-based work.

Responsibilities & Objectives

- Performs complex data analysis in support of Ad-hoc and standing client requests.
- Independently complete analysis, documentation, and reporting in a timely manner.
- Identify improvements to processes and propose solutions to complete tasks more efficiently.
- Work with large data sets to produce clear and concise analysis on both a production and ad hoc basis.
- Develop into a Subject Matter Expert (SME) that can contribute to other teams within SPS, and externally.
- Troubleshoot client dashboards, data, requests, and follow up as needed.

Required Experience

- 2-4 years in data-centric role within M&A, fintech, buy-side advisory, financial saas/daas.
- Must have direct experience and be knowledgeable in M&A, fund strategy, etc.
- Direct experience working with large complex datasets, creating analyses, data mining/scrubbing, data modeling, advanced Excel skills; python/SQL a plus but not required.
- Effective multi-tasker, maintaining a strong sense of urgency across competing priorities.
- Strong communication skills, especially as it pertains to discussing data-heavy subject matter with clients.
- BA/BS or equivalent degree.

Compensation

Based on experience and will consist of base salary, performance bonus, 401K/ match, SPS cost sharing of medical, dental and vision plans along with available Flex Spending Account, Commuter Benefits, Voluntary Life and Long-term Disability Insurance, Wellness perks and more.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, protected veteran status, or disability status.

Interested candidates should send a resume and other additional information to: info@suttonplacestrategies.com