

Private Equity Associate - Client Service (Thessaloniki)

About Dialectica

Dialectica is the global leader in insights on-demand. We enable investment and business professionals to access insights powered by the world's hardest to find experts, and cutting-edge technology.

Our team of +1,000 professionals in 5 offices spanning 3 continents, works with top-tier investment funds, management consulting firms, and Fortune 500 companies around the globe. Dialectica has been recognized as one of Europe's fastest-growing companies by the Financial Times for 4 years in a row, a Top Employer for Recent Graduates by The Career Directory in Canada and a Best Workplace.

About the Role

As a Private Equity Associate you will be key in understanding investment hypotheses of Investment professionals and using that knowledge to identify ways in which they can be validated. You will get the chance to partner with some of the most reputable private equity firms in the world and support them in deal sourcing, screening & due diligence activities - as well as portfolio monitoring & value creation projects.

At the same time, you are expected to collaborate internally with a diverse and experienced team, ranging from people with a background in strategy consulting to team members of various service offerings around the world.

You will need to think critically and fast, conduct high-level research into industries and companies, and identify the best solution ensuring the most relevant experience and knowledge to address our clients' needs.

Working on multiple client projects at once, you will quickly develop core skills in business development, time management & prioritization, negotiation, and professional communication skills.

Your key responsibilities will include

- Assessing the client's knowledge gaps and conduct high level industry research
- Lead generation through email/phone/professional networking platforms
- Manage relationships with C-level & Board-level executives
- Establish strong internal relationships with our service offering leads
- Critically screening experts for their suitability and relevance to address a client's needs with an emphasis on quality

About the Private Equity Team

The Private Equity team is the most rapidly growing part of our business. A career in the PE team at Dialectica is more than just a job; it's an opportunity to build an accelerated career, unlock competitive performance compensation, and develop key core skills across an array of competencies in sales, professional communications, client relationship management, project management, account management, and people management. Hard work, drive, and commitment to delivering value will put you on track to an accelerated career path.

At the PE team, you won't just be working on projects - you'll be building relationships. You'll team up with a diverse and experienced cohort of colleagues, including strategy consultants and professionals from a variety of service offerings worldwide. Together, you'll leverage your collective expertise to provide innovative and tailored solutions for our clients.

If you are interested in Private Equity career opportunities in Greece, this team is one of the very few places that can offer this unique experience!

What We Look For

At Dialectica, we don't believe in a "one size fits all" approach to hiring. Our Associates come from extremely diverse backgrounds and typically display the following qualities:

- Academic achievement gained in any undergraduate field
- A natural negotiator and salesperson
- Participation in extracurricular activities with proven records of leadership
- Strong interest and passion for the business world evident through your studies, internship, or extra-curricular activity
- A development mentality to view setbacks and short term challenges as learning opportunities for growth
- A client service mentality, which means you are committed to go beyond your clients' needs to deliver true value
- Inquisitive and committed to self-development and lifelong learning

Requirements

- 0-3 years of work experience
- Undergraduate degree preferable, with a track record of strong academic performance
- Fluency in English is a must
- Fluency in another language is a huge plus!

Benefits

- Competitive compensation schemes including a monthly performance bonus
- Structured career path through our Private Equity team

- The opportunity to gain transferable skills including research, sales, negotiation, commercial awareness, professional communication, time and project management
- A dedicated learning programme as well as the opportunity to build valuable and transferable skills on-the-job
- Be part of a creative, entrepreneurial and fast-paced, workplace guided by the values of respect, teamwork, ownership and growth mindset
- Private medical insurance and competitive savings plan
- Sponsored health and wellbeing and team bonding activities
- The opportunity to work and live in different office locations through our global mobility program
- An organisation with a truly global outlook and entrepreneurial core

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Dialectica is an equal opportunities employer.