BB&T
POSITION DESCRIPTION

Functional Job Title: Associate Equity Research Analyst - REITs
Reports To: Head of Equity Research
Department/Branch: Equity Research

Primary Purpose:

BB&T Capital Markets is seeking a qualified and motivated individual to join the REIT/Real Estate research team. The unique role is part Research Associate, and part Team Statistician/Programmer. Core functions include: analyze macroeconomic, industry, and company-specific information, and assist in making investment recommendations and publishing research reports. The ideal candidate must have a strong background in statistics and will co-head the development of several proprietary quant-based econometric models.

Essential Responsibilities:

1. Development and maintenance of statistical real estate forecasting models; use econometric data and third party forecasts to develop in-house proprietary sector return expectations
2. Create and maintain other financial models for assigned companies to forecast and/or validate ratings price, targets, and earnings
3. Research companies and industries, and prepare research reports and notes
4. Perform due diligence on covered companies and other companies within a broad coverage universe
5. Assist in the communicate of investment ideas to a sales force and clients
6. Perform all other duties and responsibilities as necessary and/or assigned

Minimum Required Skills or Competencies:

1. Master’s degree in Statistics or Programming, or equivalent education and related training
2. Exceptional written and verbal communication skills
3. Demonstrated experience with Excel, Word, and R; ability to manage large data sets
4. Detail-oriented, team player
5. Strong understanding of financial statement and related reports
6. Series 7, 86, 87 and 63 securities licenses (required within 90 days of hire)

Desired Skills or Competencies:

1. Master’s degree in Statistics
2. CFA or MBA
3. Real Estate knowledge preferred but not required

Note: This description is not intended to cover all the duties of a single job. Additional duties may be assigned or duties may be reassigned at any time and at the discretion of management.
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