



Business Development Associate – China (Financial Markets)

Rhodium Group is recruiting a Business Development Associate to join the company's China Practice. The associate will work remotely for now but is expected to be ultimately based in either New York or Washington, DC.

Position Description

Rhodium is looking for a talented Associate to join our world-class team of economists and specialized researchers on China's economy and global footprint and build-out relationships with the institutional investor community, including client management and developing new commercial opportunities.

Position Responsibilities

- The Business Development Associate will primarily support Rhodium's China Markets Research team, which provides analysis and advisory on China's financial markets and economy for a global client base.
- Key responsibilities will include:
 - Developing and maintaining a pipeline of prospective clients, including stakeholder identification and outreach, trial onboarding, and service agreement negotiations
 - Proactively identify commercial and marketing opportunities such as speaking engagements for Rhodium's senior leadership team
 - Managing customer relationships and soliciting feedback on Rhodium's research
 - Supporting media outreach and communications activities for the research team
 - Aggregating client feedback to support the research process

Qualifications

Eligible candidates will have the following qualifications:

- Undergraduate degree, preferably in economics, international affairs, China/Asia studies, political science, business, or related fields.
- Understanding of financial markets and trends within the institutional investor space
- Prior experience in business development, sales, or engagement with institutional investors preferred. Applications from entry-level candidates and recent graduates will also be considered.
- Strong presentation, public speaking, organizational, and writing skills.



- Ability to engage with senior executives from a variety of backgrounds and geographies, both within the firm and externally.
- Experience working with customer-relationship management software such as Salesforce.
- Entrepreneurial mindset, and the willingness and ability to work independently

Location and Travel Requirements

- Analyst will likely work remotely initially but will ultimately be based in New York or Washington, DC
- Occasional travel (<5%)

Compensation, Benefits and Recruiting Process

Rhodium Group is an Equal Opportunity Employer with a strong commitment to fostering an environment that promotes Diversity, Equity, and Inclusion.

Rhodium Group offers competitive compensation, a progressive benefits package, and opportunities for intellectual and professional advancement while working with a talented and entrepreneurial group of colleagues.

About Rhodium

Rhodium Group is an independent research provider combining economic data and policy insight to analyze global trends. Rhodium has decades of experience advising CEOs, portfolio managers, philanthropists and policy leaders. In addition to our stand-alone analyses, we maintain long-standing collaborations with leading think-tanks and universities in the United States, Asia, and Europe. Our work is regularly cited by media and government bodies, and consulted by firms, investors, philanthropic leaders and policymakers worldwide. Key areas of Rhodium expertise include Chinese economic, social and political development, energy and climate change, India's emergence as a global player and advanced economy restructuring.