

# Launch Your Career

## The Associate Programme at AlphaSights

As an Associate on our Client Service Team, you'll act as the connection point between our clients and industry experts. Your role is to focus on clients' knowledge gaps and identify experts with the knowledge that can address them.

This is a **fast-paced, client-facing role** with a clear focus on effectiveness and revenue generation. With exposure to a variety of industries, you'll develop commercial and business acumen, as well as the following transferable skills:

- Negotiation
- Professional communication
- Project management
- Client service
- Conflict resolution
- Training colleagues

## An Accelerated Career Path

With significant autonomy and responsibility from day one, Associates embark on a merit-based, accelerated career path. Our alumni go on to join some of the world's most prestigious companies or pursue further study at top graduate schools.

**VICE PRESIDENT**  
5+ Years

Oversee a multi-million pound book of business and several teams

**MANAGER**  
2–5 Years

Manage a team of Associates and your own book of business

**ASSOCIATE**  
0–2 Years

Focus on project delivery and revenue generation



## Our People Say...

“The Associate role enables me to collaborate with my team every day while giving me the autonomy to truly own my time and approach to projects. If the prospect of working on complex client requests alongside great colleagues excites you, AlphaSights is the perfect place to start your career.”

— *Nina Poulsen, Associate, Client Service Team, London*, studied International Management (CEMS) at Copenhagen Business School



“The Associate Programme is a great introduction to the world of business for anyone who chose to read a humanities degree. AlphaSights gave me the opportunity to start a new team and grow it to 20 people globally within four years of leaving university. Looking to build a business? Look no further.”

— *Jamie Parker, Manager, Client Service Team, London*, studied Classics at the University of Oxford

## Who We're Looking For

We seek people who thrive in a performance-driven environment. Our teams collaborate to achieve ambitious goals, support one another to overcome challenges, and take time to recognise and celebrate successes. This culture is made possible by hiring people who align with our values:



Drive



Results



Adaptability



Humility



Emotional  
Intelligence

## Why Join Us?

- A fast-paced environment with measurable deliverables and a focus on results
- A team-oriented, strongly supportive culture emphasising transparency, continuous feedback, professional development, and celebrating wins
- A professional development team that works to ensure that you're supported and on a clear career trajectory both within AlphaSights and beyond
- Perks including regular team and office social events, fully stocked kitchens, a subsidised lunch programme, and more!