

## Job Description

# Associate, Client Service, 2026

## Hiring for English, Mandarin, Bahasa Indonesia, Hindi, Japanese, Vietnamese, Thai, Tagalog and Korean Speakers

Looking to start your career in a fast-paced commercial role? Seeking to have an immediate personal impact with a clear career path ahead of you? If so, our Associate Program is the right choice for you.

### About AlphaSights

We bring together some of the most ambitious people from around the globe to work with the leading investment funds, strategy consultancies and Fortune 500 companies. Together, we help our clients access expert knowledge, elevate their decision-making and drive progress by connecting them with niche experts across the world.

Founded in 2008, our journey has been nothing short of extraordinary. With 1500+ professionals in nine cities worldwide, we've firmly earned our place as a leader in our market and one of the fastest-growing companies in the world. Our relentless pursuit of excellence means we only hire the best and brightest graduates to help us reach new heights.

### Springboard your career with us if:

- You thrive in a fast-paced, results-oriented environment.
- You excel under pressure and enjoy working to tight deadlines.
- You are gritty, resilient and ready to roll up your sleeves and make things happen.
- You're looking to utilise your multilingual skills and work with a diverse group of driven talent.
- You're looking to develop a strong business acumen and work across different industries.

### A day in the life of an Associate

As an Associate in the Client Service team, you'll be the link between our clients and the expert knowledge they seek. Throughout your workday, you'll work on multiple projects from investors, strategists and dealmakers at top-tier client organisations seeking expert insights to inform their

decision-making. This is a communications-intense frontline role requiring you to multitask across parallel workstreams.

Your responsibilities will include:

- **Recruiting experts:** you will spend a significant part of your day speaking on the phone with experts who are uniquely relevant matches for your clients' projects, often under tight deadlines.
- Understanding the **project and market context** and the legal and regulatory environment in which your clients and experts operate.
- **Taking ownership** of every aspect of your projects, from initiating and managing client-expert communications to meticulously scheduling calls to ensure seamless collaboration between them.

**Ensuring success for our Associates means:**

- Giving you an **introduction to the business world** without being pigeonholed into any one industry or profession.
- Helping you **develop transferable commercial and client management skills** spanning professional communications, negotiation, persuasion, project and time management.
- A **clear career path for advancement** to Manager after 24-30 months, and to Vice President after ~5 years.
- Successful completion of the Associate Program may qualify you for our **MBA Tuition Program**, which provides financial support towards the program cost of some of the top business schools worldwide.

## Requirements

You'll need to bring your A game to work daily. We are looking for:

- Strong academic credentials (undergraduate degree of 2:1 or above).
- Noteworthy extracurricular achievement throughout school and university.
- Relevant internship experience
- Fluent English is required; foreign language skills are desired

## Benefits

- Expect total first-year compensation ranging from HKD 436,500 (average performance) to HKD 550,600 (very strong performance), consisting of (i) annual base salary of HKD 312,000 and (ii) uncapped variable compensation linked to individual performance.
- 15 days annual leave, 1 additional day per year of service up to 20 days, six months full maternity leave, and six weeks full paternity leave
- Private medical & dental insurance, and annual health check-up
- Tax-advantaged housing allowance up to 50% of monthly base salary
- State-of-the-art office with amenities in the heart of Hong Kong; option to WFH each Friday.