

JOHN G. ULLMAN & ASSOCIATES, INC. – SECURITIES RESEARCH ANALYST

John G. Ullman & Associates, Inc. has an incredible opportunity for entry level and experienced Securities Research Analysts to join our growing firm. We are a Registered Investment Advisor, Fee Only Wealth Management Firm. Our team is fully committed to serving clients as a unique, single source, for their financial needs. The firm is positioned to expand tremendously and these essential positions will plan a significant role in our strategic plans for growth.

Role: Working from our Headquarters in Corning, NY, our Securities Research Analysts are part of a Securities Research Team now managing over \$1 billion in stocks and bonds. Securities Research Analysts will develop, research, and present to the Investment Committee, new equity ideas that align with the firm's balanced investment management philosophy. As a member of the Investment Committee, actively participate in buy, sell and hold discussions, including price points and size of the buy/sell recommendation. The research process includes relative and intrinsic analysis, as well as speaking with company representatives and others within the industry. Provide expertise to the Investment Committee on numerous areas of investment research, including macroeconomics effects and sector trends that may affect stocks, bonds, currencies, commodities and any other area in which a client may have a concern. Participate with asset allocation decisions, including cash levels, equity and bond exposure and any unique bond strategies. Assist the Trading Department with bond research as needed, especially the U.S. municipal market. Develop and maintain relationships to support and assist the firm's financial advisors and client relationship managers with client investment needs.

Qualifications:

Bachelor's Degree with a concentration in Finance or Investment is required; a MBA from a top Business School is preferred. Strong preference will be given to candidates who are on a path towards a professional designation (CFA, CPA). Recent graduates will be considered, but there is a preference for candidates with 1-5 years of equity research experience. Experience in personal security trading, equity and/or bond analysis is required. Position requires an awareness of market moving news and stock specific news; a detailed analysis of business strategy, valuation, financial statement analysis; and interaction with investor relations for all financial securities. Attention to detail, follow-up on actions, and a sense of urgency is required. Professionalism in all facets of the job is a must, commitment to the highest level of ethics is essential. Must be able to demonstrate the ability to work with industry focused informational systems and applications; prior experience working with Bloomberg, and other research systems is strongly preferred. Must have strong interpersonal skills; able to effectively communicate, verbally and in writing; and have a demonstrated track-record of performing in a team-based, collaborative work environment. Successful candidates must be able to work directly with team members and other departments in the corporation who provide support, advice and assistance in the management of clients' accounts.

If the opportunity to join an expanding firm, with a track record of success, during this exciting time of strategic growth is intriguing to you -- and you are highly motivated, eager to learn and passionate about helping others achieve their goals, we'd love to discuss your potential further. For consideration, please send a letter of interest and resume to Scott Schoonover at: HR@JGUA.com and include reference ID: JGUA-RA in the subject line.

John G. Ullman & Associates, Inc. provides equal employment opportunities to all employees and applicant for employment without regard to race, color, creed, religion, national or ethnic origin, marital status, citizenship, sexual orientation, gender identity or expression, age, disability or protected veteran status.