



Job Description - Dolat Capital Market Pvt. Ltd.

Job Title	Senior Analyst – Equity Research-- Auto & Auto Ancillaries (Sector Analyst – VP / Director Level)
Department / Group	Equity Research – Institutional Equities
Location	Mumbai
Experience	Minimum 8 years; preferably 10+ years of relevant Equity Research experience in Auto & Auto Ancillaries
About Dolat Capital	<ul style="list-style-type: none">• Dolat Capital Group has established itself as a key player in the Indian financial landscape, with over two decades of excellence in institutional equities. Our commitment to superior financial services and insightful market analysis has been at the heart of our success.• Data Analytics and Research Team: Our team specializes in sector analyses that provide actionable insights, empowering clients to make well-informed decisions crucial to success in the financial markets.• Market Specialization: We focus on Indian mid-caps and derivatives, enabling institutional clients to strategically position their portfolios and generate alpha.• Asset, Private Wealth Management & Investment Banking: We offer services in Alternative Investment Funds (AIF), Private Wealth Management, and Investment Banking, providing comprehensive financial solutions that meet diverse client needs.
Job Summary	<p>We are seeking a seasoned Senior Analyst / VP / Director – Equity Research to lead Auto & Auto Ancillaries sector coverage within our Institutional Equities business. This is a senior, client-facing leadership role, requiring deep sector expertise across OEMs, component manufacturers, and emerging mobility themes, along with strong institutional client engagement and team leadership capabilities.</p> <p>The incumbent will be responsible for generating differentiated, high-conviction research, building strong corporate and investor relationships, and strengthening Dolat Capital’s institutional research franchise through thought leadership and client impact.</p>
Responsibilities	<p>1. Sector Coverage & Research Leadership</p> <ul style="list-style-type: none">• Lead end-to-end coverage of the Auto & Auto Ancillaries sector, including passenger vehicles, commercial vehicles, two-wheelers, three-wheelers, tractors, EVs, and auto component manufacturers.



	<ul style="list-style-type: none">• Develop high-conviction, actionable investment ideas supported by robust financial modelling, demand forecasting, and valuation frameworks.• Track key sector drivers such as volume growth, pricing power, operating leverage, cost structures, regulatory norms, electrification, and technology adoption.• Analyze supply chain dynamics, localization trends, margin sustainability, capacity utilization, and competitive positioning across OEMs and ancillaries.• Ensure consistent, high-quality research output aligned with institutional client expectations and global research best practices. <p>2. Institutional Client Engagement</p> <ul style="list-style-type: none">• Actively engage with domestic and global institutional investors through meetings, calls, earnings discussions, roadshows, and conferences.• Clearly articulate sector outlook, cyclical and structural themes, and stock-specific recommendations.• Support sales and leadership teams in strengthening client relationships and increasing research consumption and institutional votes.• Strategize to enhance client relevance, rankings, and Dolat Capital's positioning in the Auto research universe. <p>3. Corporate & Industry Relationships</p> <ul style="list-style-type: none">• Build and maintain strong relationships with CXOs, senior management, and Investor Relations teams of companies under coverage.• Track corporate developments through earnings calls, analyst meets, plant visits, dealer interactions, and industry conferences.• Organize and participate in corporate access programs, roadshows, and sector-focused investor interactions. <p>4. Team Leadership & Mentoring</p> <ul style="list-style-type: none">• Lead, mentor, and develop a team of research associates and junior analysts.• Review and guide financial models, earnings updates, research notes, and presentations to ensure analytical rigor and accuracy.• Delegate effectively while maintaining accountability, timeliness, and research quality.• Foster a high-performance, collaborative research culture.
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	<p>5. Research Strategy & Thought Leadership</p> <ul style="list-style-type: none"> • Contribute to firm-wide research strategy, sector positioning, and thematic initiatives (EVs, alternate fuels, autonomous tech, PLI impact, export competitiveness). • Publish in-depth sector reports, thematic notes, and special situation analyses. • Collaborate with sales, derivatives, and strategy teams to deliver integrated insights and cross-asset ideas. <p>6. Compliance & Governance</p> <ul style="list-style-type: none"> • Ensure strict adherence to SEBI Research Analyst Regulations, internal compliance policies, and ethical research standards. • Maintain documentation, disclosures, and audit-ready research processes.
<p>Skills</p>	<ul style="list-style-type: none"> • Sector Expertise: Strong understanding of auto industry economics, product cycles, cost structures, regulatory frameworks, and technology trends. • Analytical Excellence: Deep expertise in financial statement analysis, valuation methodologies (DCF, relative valuation), and sensitivity/scenario analysis. • Communication Skills: Ability to articulate complex sector insights clearly to institutional clients and internal stakeholders. • Leadership & Influence: Proven capability to lead teams and engage senior-level clients and corporate management. • Client Orientation: Strong awareness of institutional investor expectations, sector rotations, and market cycles. • Attention to Detail: High standards of accuracy, discipline, and consistency in research output. • Time & Priority Management: Ability to manage multiple deliverables in a fast-paced market environment.
<p>Qualifications & Requirements</p>	<ul style="list-style-type: none"> • Education: Master’s degree in Finance / Economics / MBA (Finance) / CA / CFA. • Experience: 8–12+ years of relevant Equity Research experience in Auto & Auto Ancillaries with institutional client exposure. • Certification: Mandatory SEBI Registered Research Analyst. • Professional Membership: ICAI / CFA Institute (if applicable). • Technical Skills: Advanced proficiency in Excel, PowerPoint, and financial modelling; strong working knowledge of Bloomberg, Capital IQ, FactSet, Seeking Alpha, Statista, Screener and other and industry databases.



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Why Join Dolat Capital	<ul style="list-style-type: none">• Opportunity to lead sector research with direct institutional client impact.• High visibility role with strong leadership interaction and decision-making authority.• Platform to build long-term credibility as a sector expert in Indian capital markets.• Collaborative, intellectually rigorous environment with strong growth prospects across businesses.
How to Apply	Interested candidates may share their updated CVs along with a brief cover note to  opportunities@dolatcapital.com