



Job Description - Dolat Capital Market Pvt. Ltd.

Job Title	Senior Analyst – Equity Research (Consumer – Discretionary & Lifestyle) (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 Consumer – Discretionary & Lifestyle sectors
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 Consumer – Discretionary & Lifestyle sector coverage within our Institutional Equities business. This is a senior, client-facing leadership role, requiring deep sector expertise across discretionary consumption categories, strong institutional client engagement, and the ability to mentor and guide a research team.</p> <p>The incumbent will be responsible for generating differentiated, actionable investment ideas, 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 Consumer Discretionary & Lifestyle sectors, including retail, apparel, footwear, QSRs, restaurants, consumer durables, jewelry, travel & leisure, entertainment, and aspirational consumption plays. • Develop high-conviction investment ideas supported by rigorous financial modelling, demand forecasting, margin analysis, and valuation frameworks.



	<ul style="list-style-type: none">• Track key sector drivers such as income growth, urban consumption trends, premiumization, discretionary spending cycles, seasonality, and consumer sentiment.• Analyze competitive dynamics, brand strength, store productivity, same-store sales growth (SSSG), channel mix, and scalability of business models.• Ensure consistent, high-quality research output aligned with institutional client expectations and global best practices. <p>2. Institutional Client Engagement</p> <ul style="list-style-type: none">• Actively engage with domestic and global institutional investors through meetings, earnings calls, roadshows, and conferences.• Clearly articulate sector outlook, consumption themes, and stock-specific recommendations.• Support sales and leadership teams in strengthening client relationships and improving research consumption and voting outcomes.• Strategize to enhance client relevance, institutional rankings, and franchise visibility in the discretionary consumption space. <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 interactions, analyst meets, site visits, store visits, channel checks, and industry conferences.• • Organize and participate in corporate access programs, non-deal roadshows, and thematic investor events. <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 financial models, earnings updates, research notes, and presentations to ensure analytical rigor and accuracy.• Delegate effectively while maintaining accountability, timeliness, and quality of research output.• Foster a high-performance, collaborative research culture. <p>5. Research Strategy & Thought Leadership</p> <ul style="list-style-type: none">• Contribute to firm-wide research strategy, discretionary consumption themes, and cross-sector initiatives.
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	<ul style="list-style-type: none"> • Publish in-depth sector reports, lifestyle consumption outlooks, structural growth themes, and special situation analyses. • Collaborate with sales, derivatives, and strategy teams to deliver integrated insights and tactical investment 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 complete documentation, disclosures, and audit-ready research processes.
<p>Skills</p>	<ul style="list-style-type: none"> • Sector Expertise: Strong understanding of discretionary consumption drivers, brand economics, pricing power, operating leverage, and scalability. • Analytical Excellence: Expertise in financial statements, valuation methodologies (DCF, relative valuation), and scenario/sensitivity analysis. • Communication Skills: Ability to clearly present complex ideas to institutional clients and internal stakeholders. • Leadership & Influence: Proven capability to lead teams and engage senior-level clients and corporates. • Client Orientation: Deep awareness of institutional client preferences, sector rotation, and consumption 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 Consumer Discretionary & Lifestyle sectors 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 relevant industry data sources.
<p>Why Join Dolat Capital</p>	<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.



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	<ul style="list-style-type: none">• 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 

