



Job Description - Dolat Capital Market Pvt. Ltd.

Job Title	Senior Analyst – Equity Research -- FMCG – Staples (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 FMCG – Staples
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 Senior Analyst / VP / Director – Equity Research to lead FMCG – Staples sector coverage within our Institutional Equities franchise. This is a senior, high-impact, client-facing leadership role, requiring deep sector knowledge, strong institutional client engagement, and the ability to drive differentiated research output.</p> <p>The incumbent will be responsible for end-to-end sector ownership, generation of high-conviction investment ideas, building strong corporate and investor relationships, and mentoring junior analysts—while enhancing Dolat Capital’s institutional research brand and client relevance.</p>
Responsibilities	<p>1. Sector Coverage & Research Leadership</p> <ul style="list-style-type: none"> • Lead comprehensive coverage of the FMCG – Staples sector, including packaged foods, personal care, home care, beverages, agri-linked consumption, and value retail plays.



- Develop high-conviction stock recommendations supported by robust financial models, channel checks, pricing/margin analysis, and demand-supply assessment.
- Analyze earnings, cost structures (RM inflation/deflation), pricing power, volume growth, distribution reach, and brand strength.
- Track macro and micro drivers such as rural demand, urban consumption trends, commodity cycles, regulatory changes (FSSAI, GST), and competitive intensity.
- Ensure consistent, high-quality, institutional-grade research output aligned with client expectations and ranking benchmarks.

2. Institutional Client Engagement

- Engage actively with domestic and global institutional investors through meetings, calls, roadshows, earnings discussions, and conferences.
- Clearly articulate sector views, consumption trends, investment theses, and stock-specific recommendations.
- Partner with sales and leadership teams to increase research consumption, improve client votes, and strengthen institutional rankings.
- Act as a trusted advisor to clients on FMCG allocation, stock rotation, and thematic plays (premiumization, rural recovery, margin cycles).

3. Corporate & Industry Relationships

- Build and maintain strong relationships with CXOs, CFOs, senior management, and IR teams of FMCG companies under coverage.
- Track corporate developments through analyst meets, earnings calls, factory visits, distributor interactions, and channel checks.
- Organize and participate in corporate access programs, non-deal roadshows, and investor conferences.

4. Team Leadership & Mentoring

- Lead, mentor, and develop a team of research associates and junior analysts.
- Review and guide financial models, earnings notes, thematic reports, and presentations to ensure analytical rigor and accuracy.
- Foster a high-performance, collaborative, and intellectually driven research culture.

5. Research Strategy & Thought Leadership



	<ul style="list-style-type: none"> • Contribute to firm-wide research strategy, consumption themes, and cross-sector initiatives. • Publish in-depth sector reports, consumption outlooks, margin-cycle analyses, and structural growth themes. • Collaborate with derivatives, strategy, and sales teams to deliver integrated insights and tactical 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: Deep understanding of FMCG business models, brand economics, pricing strategies, distribution networks, and margin dynamics. • Analytical Excellence: Strong command over financial statements, valuation techniques (DCF, relative valuation), and scenario analysis. • Communication Skills: Ability to present complex sector insights clearly to institutional clients and senior stakeholders. • Leadership & Influence: Proven capability to lead teams and engage senior-level clients and corporates. • Client Orientation: Strong awareness of institutional client needs, consumption cycles, and voting dynamics. • Attention to Detail: High standards of discipline, accuracy, 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 FMCG – Staples 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 , Nielsen and other relevant industry data sources, etc.
<p>Why Join Dolat Capital</p>	<ul style="list-style-type: none"> • Opportunity to lead sector research with direct institutional client impact.



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

