

**Positions:** Summer Internship (Junior) and Full Time Analyst (0-2 years of work experience), Investment Banking Group, Needham & Company

**Location:** Boston, MA

**Company Description:** Needham & Company is a nationally recognized investment banking and asset management firm focused solely on emerging growth companies and their investors, focusing primarily in technology and biotechnology. Founded in 1985, the firm is headquartered in New York City with offices in Boston, Chicago, and San Francisco.

At Needham, extensive experience in the Firm's markets, combined with the teamwork inherent in its independent partnership structure, enable the Firm to provide clients with the long-term advice they need to achieve their business goals. Needham's commitment to exceptional service is unique in today's business climate and is born of a tradition that stresses integrity above all else.

Needham's principal activities involve assisting clients through a variety of advisory and transaction-related services, with a specific focus on:

- Public and private financings
- Mergers, acquisitions and divestitures
- Equity research
- Institutional sales and trading
- Asset management through public and private funds

**Job Description:** Under the direction of senior bankers, the analyst will work on multiple projects at any given time, with primary responsibilities including producing analytical work for clients and supporting deal processes from origination to execution. Specific responsibilities include: analyzing data and presenting conclusions, analyzing clients' financial and operational performance, and building valuation models. The analyst will also assist in the preparation of general, industry and company specific quantitative reports, drafting marketing materials and producing other transaction and execution related documentation. The analyst can expect to work on projects in the Software & Services, Internet & Digital Media, Communications & Enterprise Infrastructure, Semiconductors, Education Technology, and Industrial Technology industries, among others.

**Apply:** Email James Ondaatje (jondaatje [at] needhamco.com] with "Needham Boston Application" in the subject line.