

# Roulston Research Virtual Internship

Type of student: Finance/Business/Economics/Marketing majors

Hours/wk: 15-20 hrs

Time period: 12 week project, immediate openings

Compensation: Personal resume consultation, career guidance and letters of introduction to industry contacts

## Intern project Description:

### Roulston Research

- Full industry review for expanded Roulston introduction of coverage
- Contact trade organizations
- Research potential industry experts
- Prospect analysts and portfolio managers

Roulston Research offers Institutional Investors a network of traditional and non-traditional independent research sources. RBR links institutional investor clients with resources in industry, at public companies, and with other independent research providers.

**Please send you resume to Tom Roulston [tom@roulstonresearch.com](mailto:tom@roulstonresearch.com)**

## Project Descriptions

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The virtual internship is designed so students can work from their homes. This makes the internship accessible to students who normally wouldn't be able to travel into the office due to study schedules or other obligations. The internship is to be symbiotic in nature. At the end of the project you would have developed a systematic way to research a sector and communicate with the industry. This is an exercise of a top-down analysis, thus involving looking at the 'big picture' first and then analyzing the details of smaller components. When you get into the project, you will first study the sector, then the industry followed by sub industry. Eventually your work will help you start your journey from a student to an analyst.

- **Research Industry Characteristics and Investor Liquidity**

Create an industry study including the market capitalization subsectors of Industry and companies in that Industry. Identify all constituencies including trade associations, union regulators, membership organizations and relevant channel associations.

- **Contact Trade Organization**

Interns will be reaching out to trade organizations to help develop interpersonal phone skills and get updated on the happenings of the industry. Also Interns will be able to network with professionals from the industry for the future.

- **Expert Research**

Identify from Industry research topics of discussion, issues of Industry, Threats and Opportunities of companies in an Industry. Research industries, trade journals, industry associations, newspapers, and other resources by industry to help find the top experts in an industry. Identify speakers at Industry events Find contact information and current bio for follow up contact, and Contact Companies and Associations to identify industry recognized top consultants and experts.

- **Prospecting New Potential Clients**

Identify websites of money managers, institutional investors, or potential consultants to find contact info for Research Directors, Portfolio Managers and Analysts and also contacting them for updated coverage lists and possibly contacting them to attend our meetings or events. This will help learn social and sales skills and to apply research in communication technique.