About Lynk

We live in a fast-paced and ever-changing world where information is thrown at us from every direction. Yet, finding trustworthy insights that you can actually use remains as challenging as ever. Furthermore, a great deal of vital contextual information is still not ‘google-able’ or easily accessible.

For an analyst at a trailblazing venture capital fund or a management consultant tackling some of the toughest business challenges of our time, the insights used to make decisions can have a massive impact on not only the success of their firm, but in some cases, a company’s survival.

Lynk was founded with a mission to democratize access to knowledge. By leveraging proprietary technology and employing high-calibre people from a diverse range of backgrounds, we aim to extend the ‘traditional’ expert network business model to a broader community of users.

We help to bridge the knowledge gap by connecting our users with world-class experts for knowledge sharing and insights. Whether users have a quick question or need an extended engagement, we can find the right person to help.

Since 2013, Lynk has quickly grown to become a truly global network, with a multinational team based in Singapore, Hong Kong and Mumbai serving clients across every timezone in more than 20 languages.

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Junior Associate / Associate, Client Solutions - Consulting & Corporates

If you’re looking for a relationship with a spreadsheet then turn away. If repeating mundane tasks is your thing then perhaps Lynk isn’t right for you. Above all else, this role requires hunger. A hunger to serve our clients, a hunger to beat the clock, a hunger to quench your intellectual curiosity, and a hunger to excel.

As an Associate you will be thrown in at the deep-end and expected to deliver across a broad range of challenging front-end client requirements. Lynk has a growing roster of global and regional clients including top-tier management consulting firms, corporates, investment firms and government agencies. On a day-to-day basis you can expect to work on multiple projects, requiring you to fully understand the challenges that Lynk’s investment clients are facing, and connect them to some of the world’s leading experts spanning everything from agriculture to biotechnology who can help solve their problems.
Very few jobs offer such a high degree of client exposure and revenue responsibility at an early stage in your career. A successful stint as an Associate could open up doors to the Principal position at Lynk or a number of other career paths including sales, operations, project management and other strategic roles.

What We're Looking For FULL TIME applicant

- Strong academic track record and is ready to join Lynk in summer 2018 as full-time
- Excellent communication skills with a strong command of English; fluency in another language e.g. Korean, Japanese, Mandarin, Thai, Vietnamese, Bahasa Indonesia, etc is a plus
- Emotional intelligence and a penchant for connecting people
- 1-3 years of internship experience, work experiences in consulting/business development/research/recruitment will be a good plus
- Flexible and excited about working in a fast paced, results-oriented environment
- Less experience will be considered as Junior Associate, More experiences will be considered as Associate

Requirements for Success

- Obsessed with achieving growth targets by independently delivering on client requirements, building strong relationships with clients, sourcing incremental usage volume, and going above and beyond client expectations
- Contribute to compounded account growth by having a target oriented mindset and a whatever-it-takes attitude
- End-to end client communication: quickly understand designated accounts, liaise with and build relationships with leading management consultants and corporates
- Execute expert engagements independently: perform research on a wide range of industries, gain thorough understanding of project needs and objectives to recommend the most relevant subject matter experts for each request
- Identify and recruit high calibre industry professionals to join Lynk’s expert network using our proprietary research technology and desktop research skills
- Conduct in-depth and informed conversations with experts, assess their expertise and vet their suitability for projects by learning about their professional background, industry developments and trends
- Work closely with your team, using informed judgment to grow the client accounts, match the best-suited experts to each client request and make recommendations to clients as a team
- Troubleshoot queries from Lynk’s experts and other external stakeholders
Why Lynk?

- Lynk is a VC-funded, rapidly-growing startup working with leading institutional clients, top level experts and thought leaders globally
- We operate in a high-octane environment where our people think about the big picture and always strive to “make it happen”
- Our team, spread across three countries today, is multinational, multilingual and multicultural. Our clients have likened us to a mini United Nations.
- You will be constantly challenged with new problems to solve every day.
- We have big dreams and a firm belief in our core mission – to democratize access to knowledge.

How To Apply

Interested parties are invited to send their cover letter and resume, with their current salary details and salary expectations and apply directly on this link: “https://lynk-2.workable.com/jobs/641846/preview?show_description=true”. Applicants who are not invited for interviews within 3 months may consider their application unsuccessful and should consider their application filed for future reference.
Effective knowledge sharing has significant impact socially and economically. We democratize access to business advice & insights, by providing a platform to help bridge the knowledge gap. Together at LYNK, we bring our motto “Connecting People. Building Knowledge.” to a unique and visionary platform.

LYNK is a trusted community marketplace to connect with a network of Knowledge Partners for expertise and insights to gain on-demand business knowledge and arrive at improved decision-making and execution. Our Knowledge Partners include C-level executives, thought leaders, managers, specialists, consultants, lawyers, and accountants.

Whether users have a quick question or an extended engagement, we can find the right person to help. Users can engage our Knowledge Partners for brief conversations or ongoing projects, either by phone, online or in-person.

We cover global markets with our core strength in the Asia-Pacific region. Global enterprises, top investment and consulting firms, and small businesses and entrepreneurs have chosen to work with LYNK through our platforms LYNK and LYNK PRO.

Join us in redefining how networking is done in an age of hyper-connectivity. The future is now.

PRODUCT ANALYST INTERN

Why LYNK?
- LYNK is a VC-backed, product-driven startup working with leading institutional clients, top level experts and thought leaders globally
- We operate in a high-octane environment where our people think about the big picture and always strive to “make it happen”
- Our team, spread across four countries today (and growing!), is multinational, multilingual and multicultural. Our clients have likened us to a mini United Nations.
- You will be constantly challenged with new problems to solve every day.
- We are here to realize big dreams and have a firm belief in our core mission – to democratize access to knowledge.

What You'll Do:
- Work in conjunction with different stakeholders to conceptualize and propose solution approaches
- Drive and challenge business stakeholders on their assumptions of how they will successfully execute the business plans
- Elicit requirements using interviews, document analysis, requirements workshops, surveys, business process descriptions, use cases, scenarios, and task and workflow analysis for major and minor projects
- Create high level and detailed level requirements specifications for major and minor projects
- Generate business process descriptions and use cases which documents business needs, rules and details
- Identify and document constraints, assumptions and risks associated with business requirements
- Define configuration specifications and non-functional requirements for all third-party integrations
- Maintain timely communications to business stakeholders throughout the project life cycle to ensure common understanding of the requirements and the impact to the business area

What Expertise You'll Add To The Team:
- Experience in analyzing data to draw business-relevant conclusions
- Agile experience and digital experience in Digital Transformation, eCommerce, Digital Marketing, O2O Digital Channels, etc.
- Degree in Information Management, Computer Science, Information Technology, Business or related area

Visit [http://lynk.global](http://lynk.global) for more info.
**Bonus Attributes:**

- Strong passion for business and enthusiastic about taking part in shaping LYNK’s growth
- Function well in a very fast-paced startup environment
- Track record of excelling in small teams
- Team players who thrive in uncertainty and like to “make things happen”!

**What We Commit To You**

- Competitive remuneration package in a rapidly-expanding startup
- Work in a collaborative, co-creation hub in the heart of the city - with amazing facilities
- Comprehensive medical insurance coverage, including dental
- Generous leave policy, including a ‘work remote policy’
- The opportunity to be a part of something impactful

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RESEARCH ANALYST & BUSINESS DEVELOPMENT FELLOW

As a Research Analyst & Business Development Fellow at Lynk, you will be part of our team that facilitates Knowledge Partner engagements for global institutional clients. You are responsible for building and managing our network of Knowledge Partners from all over the world. You will be delivering on client requests and contributing directly to the company’s top-line from the start.

We seek individuals with strong research and excellent client-facing skills, and a hacker mentality to get things done. We value a commitment to excellence, a curious mind, a deep understanding of how businesses operate and an all-round emphasis on quality.

This is a perfect opportunity for candidates who wants to develop a career in management consulting or investment (private equity or hedge fund etc). You will also have the opportunity to interact with and learn from C-level executives from diverse industries. This is an all-around role best suited for candidates looking for a comprehensive professional development and learning experience.

Why LYNK?

- Lynk is a VC – AND revenue-backed startup, serving some of the world’s leading institutional clients
- We operate in a high-octane environment and train our people to think about the big picture, hone their skills, and always strive to “make it happen”
- Our team, spread across three locations, is multinational and multilingual, offering exposure to a huge variety of experiences and backgrounds. Our clients have likened us to a mini United Nations!
- You will be constantly challenging yourself to learn more and become a more well-rounded professional

Interested in a career with Lynk? Talk to us: jobs@lynkpeople.com
Visit www.lynk.global for more info.
What You’ll Do:

- Execute Knowledge Partner engagements:
  - Perform research on a wide range of industries, gain thorough understanding of project needs & objectives in order to pinpoint the most relevant subject matter experts for each request
  - Identify and recruit industry professionals to join our network as Knowledge Partners and establish relationships with them
  - Conduct in-depth and informed conversations with Knowledge Partners, assess their expertise and vet their suitability for projects by learning about their professional background, industry developments and trends
  - Work closely with your team, using informed judgment to match the best-suited Knowledge Partners to each client request and make recommendations to clients as a team
  - Troubleshoot queries from Knowledge Partners

- End-to End Client Communication:
  - Quickly understand designated client accounts, liaise with and foster relationship building

What Expertise You’ll Add To The Team:

- Current student with a strong academic track record, preferably majoring in business
- A high emotional quotient and a love for networking and “Lynk”ing people
- Excellent communication skills with a strong command of English
- Positive, ambitious, energetic self-starters with close attention-to-detail
- Ability to work independently and as part of a team
- Ability to manage workload and at times conflicting priorities as well as tracking progress on a wide range of tasks
- Creative, self-disciplined and capable of identifying and completing critical tasks independently and with a sense of urgency
- Must be able to function under pressure
- Must be flexible and excited about working in a fast paced, results-oriented environment

Bonus Attributes:

- Strong passion for business and enthusiastic about taking part in shaping Lynk’s growth
- Function well in a very fast-paced startup environment
- Track record of excelling in small teams
- Team players who thrive in uncertainty and like to “make things happen”!

What We Commit To You

- Competitive remuneration package in a rapidly-expanding startup
- Work in a collaborative, co-creation hub in the heart of the city - with amazing facilities
- Comprehensive medical insurance coverage, including dental
- Generous leave policy, including a ‘work remote policy’
- The opportunity to travel and work around the globe with our international clients and growing number of offices (Hong Kong, Singapore, Mumbai, New York City)
- The opportunity to be a part of something impactful

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Applicants who are not invited for interviews within eight weeks may consider their application unsuccessful on this occasion and will be securely filed for future reference.