



**SENIOR CORPORATE ANALYST
ECONOMIC POWER AND GROWTH HUB
WASHINGTON, DC (HEADQUARTERS)**

Are you passionate about economic fairness and social justice? Do you want to improve the lives of working people and strengthen the labor movement? If you answered, “Yes!” then the AFL-CIO may be the right place for you. We are the largest federation of labor unions in the United States, and our team of dynamic professionals is dedicated to growing worker power and ensuring every working person has a voice on the job. When you work at the AFL-CIO, you’re more than just an individual employee—you’re helping to lead a movement with a proud history and a bright future ahead.

Overview of Responsibilities:

The AFL-CIO Capital Strategies Program promotes the interests of working people in the capital markets by advocating for corporate responsibility and sustainable business practices that protect good jobs and generate long-term value for workers and shareholders. Working closely with AFL-CIO affiliated unions and their affiliated pension and employee benefit plans, the Capital Strategies Program works to promote diversity, equity, and inclusion; support a just transition for workers to a clean energy economy; and protect workers’ rights, health, and safety on the job.

The Senior Corporate Research Analyst will work closely with the staff and resources of the federation’s organizing department (Economic Power & Growth). The Senior Corporate Research Analyst also works closely with AFL-CIO affiliated unions and other AFL-CIO departments to develop and coordinate the AFL-CIO Capital Strategies Program and its related projects, provide advanced research, develop company-specific initiatives, and assist in the strategy development and implementation of the program.

Principal Duties and Responsibilities:

- Demonstrated ability to relate to and work with diverse groups of people in various settings;
- Conduct quantitative and qualitative research, including financial analysis, corporate, industry, and economic issue research;
- Prepare corporate profiles and identify issues for investor initiatives;
- Track, research and monitor corporate transactions, legal and regulatory compliance;
- Provide research and analysis of private equity, infrastructure and real estate managers, limited partners, and investments;
- Write and edit quality research products including reports, presentations, issue briefs, fact sheets, investor briefs, talking points, letters, speeches, articles, blogs and other educational and advocacy materials;
- Develop and implement shareholder initiatives, including drafting of shareholder proposals and supporting materials, negotiate with company representatives, work with various investment professionals, and coordinate with other institutional investors in the U.S. and abroad;
- Help to promote public employee and Taft-Hartley plan best practices related service provider accountability and related issues;

- Advise AFL-CIO officers, senior staff and other departments, affiliate unions and allied organizations on issues related to work of the department;
- Convene and manage workgroups and task forces comprised of institutional investors, affiliated union senior staff, plan trustees, and other parties;
- Represent the AFL-CIO Capital Strategies Program in a variety of forums, including at shareholder meetings and conferences, on webinars and conference calls, with investor coalitions and the media;
- Performs other duties as assigned.

Scope & Nature of Supervision:

The Senior Corporate Research Analyst is responsible for developing and implementing department programs, issue areas, campaigns and initiatives. Under the direction of the department director, the Senior Corporate Research Analyst serves as a project lead and supports the work of the AFL-CIO.

Requirements and Qualifications:

- Commitment to the mission and values of the AFL-CIO and Capital Strategies program;
- At least 10 years experience conducting advanced corporate research and financial analysis to support campaign initiatives preferred;
- Academic or professional background in labor, economics, finance, investments preferred;
- Excellent written and oral communication skills, including the ability to produce clear and timely analysis of business and economic issues and events;
- Strong interpersonal skills, including experience convening, leading and managing multi-stakeholder groups as well as engagements with investors, corporate directors and executives;
- Proficiency in Internet-based research, word processing, spreadsheet programs;
- Experience with public speaking;
- Demonstrated ability to work independently within the context of a plan;
- Proven ability to work both independently and collaboratively to meet deadlines, and multi-task in a fast paced campaign environment;
- Demonstrated ability to resolve conflicts while maintaining important and effective relationships;
- Demonstrated ability to work effectively in politically sensitive and high-pressure environments;
- Highly motivated with a history of taking initiative;
- Demonstrated ability to exercise excellent political judgment and discretion;
- Flexibility to travel in performance of duties; and
- Ability to work extended or irregular hours as needed.

Starting annual salary: \$106,756.49

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