

We're Hiring - Business Development Associate in Futures

Location: Chicago, IL (Hybrid)

Phillip Capital Inc., located in Chicago, is dually registered with the SEC/FINRA as a self-clearing broker dealer and the Commodity Futures Trading Commission (CFTC) as a registered Futures Commission Merchant (FCM) serving professional traders and institutions with customized clearing, custody and global market access solutions.

We offer the opportunity to grow your skills and make meaningful, visible contributions to both your team and the company. We believe in integrity, accountability, open communication, and continual improvement to build for the long term. Our office in the iconic Board of Trade Building is conveniently located near Metra and CTA lines and close to restaurants, parks, shopping, and cultural institutions. Our building amenities include indoor bicycle parking, a gym, and a rooftop deck. Learn more about us at www.phillipcapital.com and www.phillip.com.sg.

We are seeking motivated and results-driven sales professionals to generate new business and expand our client base in the futures industry. The ideal candidate will have a strong understanding of futures markets, clearing operations, and a proven track record in building and maintaining client relationships.

Key Responsibilities

- Sell futures clearing to new introducing brokers, commercial entities, omnibus accounts (domestic and foreign), and large individual and corporate accounts.
- Create and maintain a sales pipeline to utilize and expand sales opportunities for the firm.
- Promote PhillipCapital at industry events and conferences.
- Create sales literature and promotional materials, as necessary, to support the sale.
- Work closely with risk, compliance and operations teams to ensure smooth client onboarding and account setup.
- Assist with marketing campaigns and growing the Phillip Capital brand.
- Stay informed on industry trends, regulatory changes, and competitive offerings.

Qualifications

- Series 3 or ability to pass the test within 90 days of start date.
- 3+ years experience working in the futures industry with a business development track record.
- Experience with trading platforms, such as CQG, CTS, TT, and Rithmic.
- Good understanding of Introducing Broker (IBs) and Commodity Trading Advisor (CTA) business models.
- Ability to travel periodically as required.
- Strong communication and analytic skills.
- Proven track record of futures sales experience.
- Necessary traits: Absolute integrity, strong sense of ownership, energy, initiative, detail oriented, solid communication skills, and ability to learn from mistakes.

To be considered for this position, please apply via LinkedIn or submit a resume directly to careers@phillipcapital.com with "Sales" in the subject line. Phillip Capital Inc. will not consider candidates sent by recruiters for this position.

Salary Range: \$85,000 - \$115,000