



PhillipCapital Employment Opportunity in Chicago

Business Development - Futures

PhillipCapital, Inc., a self-clearing broker-dealer & FCM located in Chicago, seeks a Business Development professional to join the existing sales team. The ideal candidate will have extensive experience selling futures clearing and execution to institutional accounts, with a focus on commercial accounts, omnibus and correspondent clearing relationships.

The firm has a small and nimble sales team who is paid on salary and bonus (not commission) and will work closely with the rest of the company in a unique open and collaborative environment. PhillipCapital seeks and values diversity and ideas from all staff and offers tremendous growth opportunities.

Primary 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 departments within the firm, such as compliance, operations, and Trade Support.
- Assist with marketing campaigns and growing the Phillip Capital brand.

Requirements

- Series 3 or ability to quickly pass the test.
- Minimum of 5 years 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.

Next Steps

Please send a resume to careers@phillipcapital.com to be considered for this position with "Business Development" in the subject line. Phillip Capital Inc. will not consider candidates sent by recruiters for this position.

About Phillip Capital Inc. and PhillipCapital Group

Phillip Capital Inc. is a SEC-registered securities self-clearing broker-dealer and Futures Commission Merchant (FCM) firm based in Chicago since 2011 and is a wholly-owned subsidiary of PhillipCapital Group. Phillip Capital Inc. has clearing memberships with CME Group, DME, ICE US, ICE EU, OCC, CFE, and DTCC. Find out more at www.phillipcapital.com and www.phillip.com.sg.

PhillipCapital Group is a Singapore-based financial services firm with operations in 15 countries and in operation since 1975