



PhillipCapital Employment Opportunity in Chicago

Junior Business Development Associate

Phillip Capital Inc., a self-clearing FCM & broker-dealer located in Chicago, seeks a Junior Business Development Associate who will report to the Head of Business Development. Previous industry experience is encouraged but not required. Demonstrated success in a client-facing position is required.

Primary Responsibilities

- Assist in selling futures clearing to new introducing brokers, commodity trading advisors, omnibus accounts (domestic and foreign), and large individual and corporate accounts.
- Follow up on proposals submitted to prospective clients.
- Respond to prospective client enquiries.
- Assist with marketing campaigns and growing the PhillipCapital brand.
- Maintain and update CRM.
- Create sales literature and promotional materials, as necessary, to support the sale.
- Promote PhillipCapital at industry events and conferences.
- Work closely with departments within the firm, such as support, compliance, operations, and e-trading to facilitate client-on boarding.
- Assist senior sales staff as necessary with administration, research, logistics & travel.
- Opportunity to work in equities based on demonstrated contribution & passing SIE/series 7.

Requirements

- Energetic and self-starter.
- Detailed oriented and organized.
- Strong communication and analytic skills.
- Ability to pass the series 3 exam within 3 months (company will provide STC preparation materials).
- Periodic travel will be required.
- Client facing work experience (sales a plus).
- Bachelor's degree
- Necessary traits: Absolute honesty, strong sense of ownership, energy, initiative, and ability to learn from mistakes.

This opportunity provides the opportunity for high visibility and rapid growth. Demonstrated success provides a direct path into a sales/business development-specific role within a growing global FCM & broker-dealer. Phillip Capital Inc. believes a long-term business is built on integrity and being responsive to customers.

Next Steps

Please send a resume to careers@phillipcapital.com to be considered for this position with "Junior Business Development Associate" 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. Phillip Capital Inc. has clearing memberships with CME Group, DME, ICE US, ICE EU, OCC, NFX, CFE, and DTCC. Find out more at www.phillipcapital.com and www.phillip.com.sg.